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IN THIS ISSUE: • CONVENTION CALL  
COWMEN & USDA • COLLINS' TALK  
TRAFFIC WATCHDOG • HITS & MISSES

## CATTLE PRODUCER

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60th Annual Convention American National Cattlemen's Assn., Phoenix, Jan. 7-9 *B. Level*



DECEMBER  
1956

# **DENVER is a market that's working to preserve livestock prices — FOR YOUR BENEFIT, MR. PRODUCER**

For a hundred years, the public market such as the one at the Denver stock yards has been the principal cash market of the stockman. It is the central concentration point for a volume of all kinds and grades of livestock. It is the central assembly point for competing buyers seeking that livestock.

Don't be a "sucker" for the by-pass around the market. If you sell direct, the price you agree upon with the country buyer generally is adjusted to the price base of the central market. But, by contributing to decentralized buying, you remove competition from the price-basing Denver market to which you may be adjusting your home price.

Remember that buyers aren't going to the expense of purchasing in the country just for the benefit of the sellers. They are specialists in their own line—buying for the low dollar.

The Denver market is a two-way proposition. It is not only a business institution, but it is the last hold that the stockman has against decentralization of livestock buying to the doom of livestock sale values.

**Famous  
Denver Beef Is Shipped  
Coast to Coast**

**DENVER'S STOCK YARDS  
ARE GOING FORWARD—  
BECAUSE THEY'RE LOOKING  
FORWARD**

## **The DENVER UNION STOCK YARD CO.**





# FRANKLIN

## VACCINES AND SUPPLIES

### Win the War Against Costly WINTER INFECTIONS!

**SHIPPING FEVER      CALF DIPHTHERIA  
PNEUMONIA      FOOT ROT**

Strike hard and fast against these deadly causes of winter losses. Halfway measures may not do the job. That is why Franklin recommends the combined use of FRANKLIN TRI-SULFA AND FRANKLIN PENICILLIN-STREPTOMYCIN SOLUTION. This combination is highly effective against a wide range of disease-causing bacteria and secondary complicating infections.

It's a wise precaution to have a supply at hand since the earlier the treatment the quicker the recovery.

### How To Get Rid of Cattle Grubs

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Liquid GRUB KILLER**



An emulsifiable liquid containing 5% Rotenone that mixes with water to make 100 gallons from one gallon of concentrate. Maintains a stable suspension well suited to use in sprayers without good agitation.

### Don't Feed Lice All Winter!

Free Your Stock From These Parasites

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LICE-TICK-FLY  
DIP OR SPRAY**

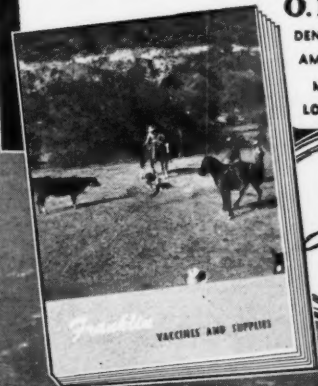
Provides both quick and residual kill to these parasites. Destroys many lice eggs, thus offering a practical one-dip lice control. IN WETTABLE POWDER AND LIQUID CONCENTRATE

For **Franklin LOUSE KILLER**

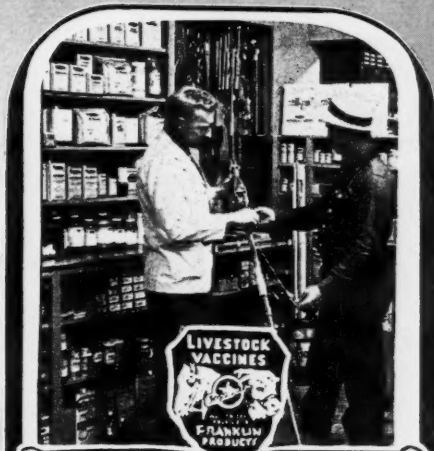
Dusting: An effective, ready-to-use powder for dusting. Ideal for individual animals and extremely cold weather use.

**O. M. FRANKLIN SERUM CO.**

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LOS ANGELES BILLINGS CALGARY



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## Letters TO THE EDITOR

**WEATHER, PRICES**—Lots of moisture here in the form of wet snow but no bad weather; snow all melted, as there was no frost in the ground. Cattle moving freely at good prices. We got \$21.70 for steer calves, weight 414; old cows now too high. Will be seeing you at Phoenix.—**Claude Olsen**, Ludlow, S. D.

**NEARER EVERY DAY**—We need some moisture to go with the five-inch total we have had since September 1955. It is not as bad as the old government records show for 1857 when the year's total was only 0.33. At any rate, every day we do not get rain brings us one day nearer the end of the dry spell.—**Jack Humphrey**, Kirkland, Ariz.

(Continued on Page 29)

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801 EAST 17TH AVE., DENVER 18, COLO.

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**DAVID O. APPLETON**.....Editor  
**ROY W. LILLEY**.....Business Manager

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Membership dues in the American National Cattlemen's Association: 7 cents per head of cattle owned, \$10 minimum, annually.

AMERICAN CATTLE PRODUCER



# The Lookout

**Beef Output** has set a new record each year since 1953. It may slip a little this year, says USDA. Production now is twice that in 1940. Consumption per person will be at a new high of about 83½ pounds.

**Cattle to be fed** for market in 1956-57 will continue large in number, probably exceeding the past year. But there may be more short-term feeding for sale at lighter weights, so total beef output may be reduced.

Prices of fed cattle may stay above comparable 1956 prices through the first half-year. As supply for slaughter in 1957 will probably be distributed more evenly than in 1956, a price rise next summer equal to that of this summer is not likely, but weather and other things will affect trends. On the whole, prices in 1947 are expected at least to stay above their lowest points of 1956 and may average slightly above that year.

Hog production will be less than in 1956 and prices higher; sheep output will be about the same and prices might average slightly higher.

**Slaughter of cattle** in 1956 has been about 40.4 million—1 million more than in 1955 and almost the same as the number produced less death losses. Thus little change is likely in the 1957 cattle inventory. Nor will the count of individual kinds change much. The cow herd probably is nearly stable. The number of young stock will remain very large, but there will probably be fewer heavy steers and more calves than last January. Slaughter weights may average lighter than in 1956, when those through June were heaviest for any recent year (average carcass weight was up 28 pounds from the previous year). Slaughter in 1957 will include as many or more fed cattle, though, as stated, these too will be lighter.

**Feed grains** and other concentrates this season will hit record levels. The supply per grain-consuming animal unit is also high and with an average rate of feeding the supply should take care of requirements and increase the carryover by another 10 per cent. Over the next few years, however, the soil bank program may reduce output and cut down the carryover.

Feed grain prices probably will average a little higher this winter and into next spring than in the same period of 1955-56, but corn and other feed grains may be lower late next spring and in the summer, although much will depend on prospects for 1957 crops and government policy on disposal of surplus grains.

**The 1956 hay crop** of 110.4 million tons is second only to the record last year and 3 per cent above the 1950-54 average. Total supply is estimated at 127 million tons, only slightly below the big supply last year. Supplies are generally ample over most areas except in the western Corn Belt and the southern Great Plains where drouth has hit.

**Demand for meat** has apparently failed to advance along with rising incomes of consumers. Retail meat value has shown a small but significant decrease the past four years but consumers' incomes have gone up 13 per cent. So consumers enjoy more meat while spending fewer dollars and a considerably smaller proportion of their income. The U. S. average of 72 cents a pound for choice beef in September was 11½ cents above its recent low but 16½ below the high of November 1951.

The USDA says that the vital question is whether reduced prices of the past year or more reflect greater sensitivity to increased supply or show decline in basic demand. If the former, the slackening supply in prospect might result in a considerable strengthening of price. If the latter, the outlook would be for continued relatively low prices. "There is reason to think the late 1955-early 1956 overload of meat was partly at fault; that demand has not weakened seriously, and that a stronger price level can be anticipated."

**The longer outlook** (fives years ahead) for meat animals is fairly bright, though limited by the tendency of consumers to spend a decreasing percentage of income on meat and by an uptrend in marketing costs. Unless pork demand strengthens, outlook is not so bright for hogs as cattle but the annual pig crop may grow from 88 million in 1956 to 100 million in 1960-62. Cattle numbers, now at 97.5 millions, may change little or decline the next year or two, then expand. Sheep and lamb numbers may increase.



## ***3-way protection - with a single injection!***

One injection of TRI-BAC provides assured protection against 3 diseases—hemorrhagic septicemia, malignant edema and blackleg.

That saves time, money and labor. It also saves *worry*—because by protecting your stock, you protect your profits.

Outbreaks of these three diseases cause animal deaths, feed waste, shrinkage and stunting—all of which represent substantial losses of investment and profit.

Avoid these losses. *Depend* on TRI-BAC and play safe! Write for free literature. TRI-BAC is available from your veterinarian, druggist or feed dealer.

# **TRI-BAC<sup>®</sup>**

Clostridium Chauvei-Septicus Pasteurella Bacterin  
(Alum-Precipitated)

for **HEMORRHAGIC SEPTICEMIA**  
**BLACKLEG**  
**MALIGNANT EDEMA**

• Preventive vaccination with TRI-BAC avoids losses. • Consult your veterinarian for his vaccination program recommendations.

***vaccinate every animal-and do it early!***



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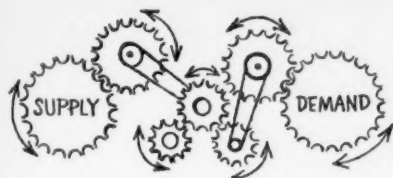
# Who Sets Livestock Prices?

A year ago, with hog prices dropping toward a dime a pound, a Corn Belt farm editor wrote:

"Present hog prices were made almost a year ago when sows were bred for 1955 spring litters. And present breeding plans are determining what hog prices will be in the fall of 1956."

In other words, supply is a big part of the answer to the question: "Who (or what) sets livestock prices?" The other part is demand—how much consumers can, or will, spend for the meat you produce.

Sounds simple, doesn't it? Trouble is, though, that neither supply nor demand is just one easy-to-see thing. Both are made up of many moving parts . . . and each part keeps changing speed and direction.



It's the way all the pieces happen to fit together at the time you sell that determines how much you get for your livestock.

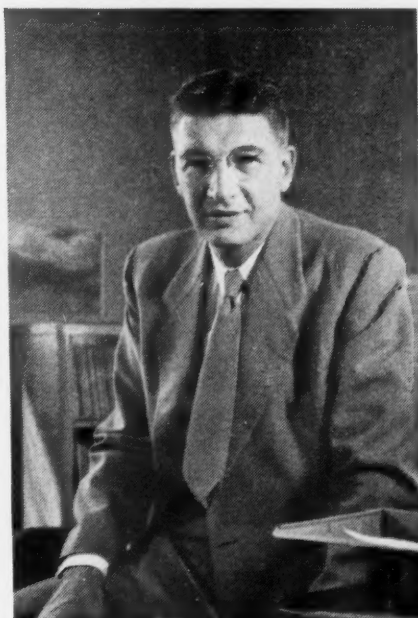
The supply-and-demand machine can look mighty complicated. And it isn't always easy to figure out just what it's doing. But we can clear up much of the mystery by taking a good look at the main gears.

Let's start with demand:

Main thing here is the number of dollars in consumer meat budgets. That depends on total income, because meat-eaters keep spending about the same percentage of their earnings for meat.

But consumer income doesn't change much from one day or week or month to the next. So when livestock marketings go up, about the same number of dollars are stretched over a larger meat supply—and prices have to give. Then when marketings go down, consumers pay higher prices for the smaller meat supply.

Weather, religious belief, seasonal habits, personal taste, the availability and cost of many foods which can be

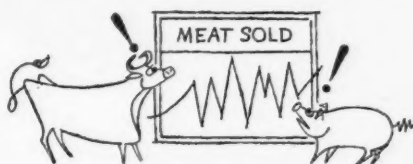


by FRANCIS A. KUTISH  
Extension Economist  
IOWA STATE COLLEGE

used in place of meat—these also have a bearing on how much Mrs. Home-maker spends at the meat counter.

Now let's look at supply:

Each livestock raiser has his own ideas about how much to produce and when to sell. With several million separate decisions being made, there's bound to be a lot of ups and downs in the amount and kind of meat sold.



For example: Production—and therefore marketing—runs in cycles over a period of years and changes seasonally within a year. There are wide shifts from day-to-day and week-to-week, too—because of rain, snow, heat, drouth, holidays, crop conditions or your own opinions on the best time to sell.

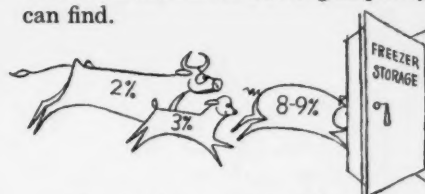
Put these demand and supply gears together and it's easy to see how suppliers and demanders—producers and consumers—determine livestock and meat prices. Does this mean that the folks in between—meat packers and retailers—have no say at all?

No; but it *does* mean that their influence on prices is small and temporary—because they neither produce nor

consume livestock products.

Storage of meat by packers, for instance, can affect supplies of certain kinds and cuts during the short periods when meat moves into freezer storage or out again. But the net influence is small over the long run—peak storage seldom exceeds 2 per cent of a year's output of beef, 3 per cent of lamb and mutton, 8 to 9 per cent of pork.

Many producers ask this question: Don't buyers sometimes get bargaining breaks because they have "inside dope" on market conditions or because competition at some points is scarce? The answer is "no"—unless livestock raisers fail to take advantage of all the marketing information available to them, or don't shop around for the best outlet and the best marketing help they can find.



Best evidence that neither processor nor retailer is much of the "who" in the question, "Who sets livestock prices?" is that both have lots of competition: More than 3,000 packers and 10,000 other commercial killers; and over 300,000 retail stores where meat is sold.

That means no one meat packer can get away with low-price buying—or retailer with high-price selling—for very long. If they didn't get back into line in a hurry, informed producers and consumers would simply deal with someone else.

\* \* \* \* \*

Mr. Kutish analyzes meat supply and demand in more detail in a booklet called "What Governs Livestock Prices?" For your free copy, write to Agricultural Research Department, Swift & Company, Chicago 9, Illinois.



*To Serve Your Farm and Family Better*

# Miss Black...

## mother of tomorrow



She's a young Angus heifer... bonnie and black... unaware of the role she'll play in the world of tomorrow.

### Mother of millions

She'll give birth to a black calf... will nurture it and protect it as all good mothers do their young. And her calf will give birth to a calf... And she to another. And more and more Blacks will appear—year after year—till the green pastures of Mother Earth bloom with the beautiful Blacks.

### Mother of money

Why will Angus become so prominent in the future? Why is it America's fastest growing beef breed?

1. Partly because the consumer is king... he demands well-marbled, quality beef. And the International Carcass Contests have proved time and time again that *Angus is America's Best Beef*.

2. Partly because the packer is the paymaster... he'll usually bid more for Black steers because they *dress out a premium carcass* and a higher percentage of good, salable beef.

3. Partly because you, like all cattlemen, are busy... and a man to do a day's work for a day's pay is hard for you to find. Why should you go to the time and trouble and loss of dehorning when *naturally hornless Angus breed the horns off*? And why should you be bothered with cancer-eye and pinkeye and sun-burned udders and other time-takers and profit-robbers?

4. Mostly, however, because Angus are Angus. And Angus are bred to convert feed and grass efficiently. And Angus cows and heifers have less calving trouble for Angus calves have smaller polled-shaped heads. And

*Angus cows give more milk* and wean calves weighing up to 65 lbs. heavier.

Yes, that's why Miss Black will be the Mother of Tomorrow.

### Mother of your herd

Why don't you join the parade of progress? Why don't you follow the *path of profit and pride*? Why don't you build an Angus herd?

You can buy a bred heifer or two from one of the many good Angus breeders in your state. Or you may buy your foundation animals from one of the local Angus auctions in your community. Today, the price is right for the beginner... for tomorrow, the demand for quality beef will again exceed the supply. So—

Build for the future! Buy Blacks! Get "*tomorrow's beef cattle today!*"

**American Angus Association**  
St. Joseph, Missouri

AMERICAN CATTLE PRODUCER



## Call For Convention

TO MEMBERS OF THE AMERICAN NATIONAL CATTLEMEN'S ASSOCIATION, AFFILIATED ASSOCIATIONS AND STOCKMEN GENERALLY:

Call is hereby issued for the 60th annual convention of the American National Cattlemen's Association, to be held Jan. 7-9, 1957, at Phoenix, Ariz., with headquarters at the Hotel Westward Ho.

There will be an executive committee meeting Sunday evening, Jan. 6, at the Westward Ho.

\* \* \*

"The greatest good for the greatest number!" That is the motto adopted by the American National in 1898, and it is still uppermost in the minds of the association's officers and executive committeemen . . . and as the association gathers in Phoenix on January 7-9 for the 60th anniversary convention, that slogan will continue to be the criterion by which each decision will be made.

Many are the problems that will require the attention of those in attendance, but with the Arizona Cattle Growers Association as host and the memory of a most pleasant and highly successful Golden Anniversary Convention held in Phoenix just 10 years ago still vividly in mind, cattlemen can head for Arizona confident that this year's meeting will be fruitful as to action on those problems, as well as pleasurable. Friendly parties are being planned. Unplanned but equally pleasant will be the meetings with old and new friends.

So come one and all, and take an active part. Conventions are where each of you have an opportunity to help shape the policies of our National association.

You must have some opinions on the subjects referred to below. Come and express them.

**LEGISLATION:** The coming year is definitely going to be an active one for your association, legislatively speaking. With Democrats in control of the Congress and a Republican administration, there almost certainly will be a head-on clash of philosophies on farm subsidies. The old battle between advocates of high rigid support and restrictions and believers in flexible supports and controls will be with us again with renewed vigor. Proposals and counter-proposals will fly thick and fast and your officers will need clear-cut resolutions to guide their way.

**SOIL BANK:** The ready acceptance of the time-worn proposal that the government pay to keep someone from producing is a splendid example of how a glamorous name can put across an otherwise dubious proposition—shades of Henry Wallace, his little pigs and plowed-under crops.

Elsewhere in this issue of the PRODUCER is an interesting discussion of the possible eventual effects of the "soil bank" (page 14). We suggest you read it.

Our last year's resolution neither endorsed nor condemned the soil bank proposal. We should take a definite stand this year.

\* \* \*

**FREIGHT RATES:** No longer content with one increase at a time, the railroads are now doubling up on their requests for freight rate hikes. They have

filed two recently, totaling a 22 per cent rise. This is on top of the continuous series of increases during the past 10 years that have already raised livestock freight rates 94 per cent.

Traffic Managers Charles E. and Calvin L. Blaine are preparing testimony in opposition but need the help of the commissions of the individual states.

**FEDERAL BEEF GRADING:** The special committee appointed in accordance with the resolution of last year approving a study of the effect of federal beef grading will report its conclusions to the convention. Sentiment expressed at a meeting of this committee and the feeder committee and general council last July, favoring continuation of grading with no major changes, will undoubtedly form the basis for the committee's report at Phoenix, and this should finally settle the controversy about federal grading.

**PUBLIC LANDS:** Several pieces of legislation that will be of extreme interest to users of the public lands are ready to be introduced and will require the attention of the public lands committee.

One particularly objectionable special-interest bill would establish a wilderness preservation system and would freeze out all economic uses from large areas of public lands. If enacted it would represent a serious step backward from the multiple-use principle in management of federal lands.

Another proposal would establish federal-state land study commissions in the several states upon the request of the governors. Each commission would study the relation of federal, state and other public ownership, to the total land area and the relative benefits of each. The commission would report to the President such changes in ownership as it deemed to be in the public interest.

The bill needs to be amended to give proper recognition to established land patterns and uses.

A proposal to require congressional approval of withdrawals for military use of areas of public lands exceeding 5,000 acres cleared the House last session and will be reintroduced in the next session. We believe Congress should by all means have a voice in such withdrawals.

The abuses, often at the expense of stockmen, of the old mining laws were finally resolved last year when regulations under Public Law 167 were issued, preventing use of the mining claims for other than prospecting, mining, or processing purposes.

**RESEARCH:** Increased interest in research into problems of the beef cattle industry, as evidenced by the activity of the comparatively new research committee, is getting strong backing from the United States Department of Agriculture. That agency selected our president, Don Collins, as chairman of the committee to pick the state for the \$19 million livestock research laboratory—at Ames, Iowa.

A resolution approved at New Orleans called for such a laboratory to be located in the range area,

(Continued on Page 16)

## The 'National' At Work

**F**EDERAL beef grading, beef promotion, consumption potential, expanded research, marketing, range problems, public land, livestock disease, the soil bank, tariffs, freight rates, national legislation, feeder problems and production problems are only some of the subjects that will come in for discussion at the American National's upcoming 60th annual convention in Phoenix Jan. 7-9. An executive committee meeting will be held the evening of Jan. 6.

**T**HE Missouri Livestock Association has become the 28th state cattlemen's organization to affiliate with the American National. The Missouri association was founded in 1911. Its president is C. W. Sheppard, Warrensburg, vice-president is Ray E. Miller, Osage Beach, and secretary is E. S. Matteson, Columbia, who is an animal husbandry specialist with the extension service of the University of Missouri. Missouri ranks sixth in beef cattle numbers with 2,686,000 head.

**W**IDENING the use of hides and by-products was the aim of a President's commission task force that met in Washington, D. C., early in November and later again in Chicago. Members of the committee include President Collins of the American National. Executive Secretary Rad Hall attended the Washington session. . . . Another committee is studying increased use of animal fats.

**R**ECENT state association meetings at which American National President Don Collins has been a featured speaker include such widespread places as Ft. Pierce, Fla., Tucson, Ariz., San Jose, Calif., Salt Lake City, Utah, and Fallon, Nev. . . . Read the summary of his talks before these groups on Page 20.

**A**NOTHER rate increase has been requested of the Interstate Commerce Commission by the railroads. It is for an immediate 7 per cent. This is in addition to a recently requested hike of 15 per cent and if granted would mean a 22 per cent rise besides the 6 per cent (5 per cent in the case of livestock) granted last March. Livestock rate increases the past 10 years total some 94 per cent. American National Traffic Manager Chas. E. Blaine is filing a protest to the increase.

**F**IFTY-FOUR public stockyards in Nebraska, Iowa, South Dakota, Wyoming, Kansas and Oklahoma will be named as public markets in railroad tariffs, according to American National Traffic Manager Chas. E. Blaine. This

means that loading, unloading and re-loading charges will no longer be assessed shippers when shipments originate at or are destined to these markets. The decision places all the posted markets served by the rail lines on an equal basis in this respect. Mr. Blaine said much credit for this gain to shippers should go to the freight rate service branch of USDA.

## Outstanding Cattle Picture Is Still Available--Free

The picture of the Indian cattle drive in color in our November issue is still available. Simply address a request to the American Cattle Producer, 801 East 17th Ave., Denver 18, Colo., and a copy suitable for framing will be mailed to you—with our compliments. The picture was published by courtesy of the Arizona Highways magazine, Phoenix. In the November issue we said the subscription price of that magazine was \$2.50 a year. We should have said \$3.50.

## Colorado A. & M. Bull Testing Service Explained

In the past year the Colorado A.&M. College has found that 12 per cent of bulls tested are "money losers."

Dr. H. J. Hill, in a tape recording series issued by the public relations department of the American National Cattlemen's Association for radio use over the country, explained the testing work his college is doing.

The service consists of a trained veterinarian who visits the ranches around the state and, in cooperation with the Colorado Cattlemen's Association, evaluates range and purebred bulls for breeding soundness; in three seasons the animals have totaled about 2,500, which furnish a rather accurate percentage as to caliber of bulls used on the state's ranges.

Of the 12 per cent (117 out of 950 bulls of all ages and breeds tested) money losers, one-half were hopeless cases of infertility. The service also evaluates the bulls as to physical capabilities for carrying out the breeding assignment in the range herd.

Most bulls evaluated as poor or hopeless breeders do not change status for a period of four to five months; initial cause of the infertility determines time needed for repair to occur. Young bulls—12 to 15 months or younger—and those highly fitted produce the most questionable semen quality. They mature at a later date and it is questionable which of such individuals would ever become good breeders.

The service is designed for ranchers who wish to know quality of bulls for a coming breeding season; the animals must be re-evaluated annually, for measure of breeding ability is valid for only about a year. Best practice is to evaluate a bull in the fall and, if questionable, again in the spring.

## The Public . . . And You

BY  
LYLE LIGGETT

**C**ATTLEMEN get their information in many ways.

It may be from observation of a neighbor's "experiment." It may come from the county agent, the extension livestock specialist, the local paper, the livestock press, the radio or TV farm programs. It could be from the extensive scientific and business reading in which more and more stockmen are indulging every day.

No matter how this information is served up, the stockman has generally demonstrated that he is willing to look beyond the fences of his own range for answers to old problems, for new techniques and practices—anything to make him more efficient.

**Next month in Phoenix, 2,000 ranchers from 30 states will gather, at their own expense, to compare notes and to seek more information on this complicated business of producing, feeding and marketing beef cattle.**

To some cattlemen, a local, state or national convention is "just another meeting." But little do they realize that the annual cattlemen's convention occupies a unique and valuable place in this nation's economic life. At no other place and in no other similar way are so many leaders of a specific industry gathered together for three or four days of fellowship and idea development.

To many stockmen, this convention is the high point in their annual quest for knowledge—knowing from past experience that any one of hundreds of ideas tossed around may well pay off handsomely indeed. It is during the business meetings, the speeches by noted authorities, or during the "lobby sessions" that startling ideas are stimulated into action or new answers to old problems are brought to light.

It has often been said (by men who come great distances at considerable expense) that "you cannot afford to stay away from an American National convention." And unbiased observers who attend many business conventions during a year have confirmed this observation. They remark that they are usually amazed at the exchange of experiences and ideas so freely and sincerely given by men who would be considered deadly competitors in any other industry.

**You will read in your livestock press all about the convention, but cold type cannot bring to you the details, the ideas, the "feeling" of an industry. That you have to experience in person.**

**We hope you'll join us. The dates are Jan. 7-9.**

AMERICAN CATTLE PRODUCER

**I**N THE first month of our little talk about Member ver, who for the 60th ing Jan. Denver, a Santa Fe is endeavor train leave This tr 5:00 P.M. A.M. the turn, the 5:30 P.M. 8:00 A.M. round-tri tax, is \$7 \$15.13; a bedroom partment prices on J. P. War AT&SF Bldg., De We als tion for trip, on \$81.95 ( scheduled via Rock riving in 6:40 P.M. are: \$14 roomette \$20.79; way, an way—al We ar Pacific railroad rates be vention to use local Un The S following West an the rou \$107.31; San Fra Los Ang (Here, in rates Compan on Jan. **N**OW so t siderati the oth we mig in-and- conven real int program Som for the is Lev tor of Decem



# Phoenix Is Ready

**I**N THE LOGICAL ORDER of things, first things come first—so this final month before convention we'll start our little story on Phoenix with some talk about how to get there.

Members from north and east of Denver, who are going to Arizona by train for the 60th American National meeting Jan. 7-9, and will come through Denver, are urged to write soon to the Santa Fe Railroad, Denver, Colo., which is endeavoring to arrange for a special train leaving Jan. 4.

This train would leave Denver at 5:00 P.M. and arrive in Phoenix at 7:30 A.M. the second morning; on the return, the travelers leave Phoenix at 5:30 P.M. and arrive back in Denver at 8:00 A.M. the second morning. The round-trip first-class fare, including tax, is \$72.49. Lower berth each way is \$15.13; a roomette will come to \$21.29; bedroom for two persons, \$33.39; compartment for two persons, \$43.07—all prices one-way, including tax. Write to J. P. Warren, Division Passenger Agent, AT&SF Ry., Rm. 250, Denver Club Bldg., Denver, Colo.

We also have the following information for an Oklahoma-Phoenix round-trip, on which the first-class fare is \$81.95 (including tax of \$7.45). This schedule calls for leaving Oklahoma via Rock Island at 8:50 A.M. and arriving in Phoenix the next evening at 6:40 P.M. Pullman rates on this trip are: \$14.91 each way for lower berth; roomette accommodations each way, \$20.79; bedroom for two, \$32.78 each way, and compartment, \$41.53 each way—all quotations including tax.

We are not giving rates for the Union Pacific line at this time because that railroad may be adjusting its passenger rates between presstime and the convention in January. Those planning to use that road should contact their local Union Pacific agents for rates.

The Southern Pacific Lines quote the following rates to Phoenix from the West and Northwest: From Portland, the round-trip first-class rail fare is \$107.31; lower-berth Pullman \$37.18; San Francisco, \$58.85, Pullman \$21.01; Los Angeles, \$31.57 and Pullman \$12.98. (Here, also, there may be an increase in rates if the ICC grants the Pullman Company its requested 7 per cent raise on Jan. 1, 1957.)

**N**OW that we've got you to Phoenix, so to speak (and taking into consideration that you might choose one of the other modes of travel—plane, car), we might repeat something about the in-and-around Phoenix features the convention will have to offer and, of real interest, tell you something of the program that has been planned for you.

Some top names have been secured for the 1957 speaker list. Among them is Lewis W. Douglas, formerly director of the federal budget and also a

former U. S. ambassador to Great Britain. . . . Kenneth McFarland of General Motors is a noted speaker well known for his many appearances before livestock groups. . . . Arnold Johnson of the famous advertising firm, J. Walter Thompson Co. of New York City, will speak on the potential for beef consumption. . . . Paul S. Willis, president of the Grocery Manufacturers of America, will discuss marketing. . . . John D. Freeman of Arizona, president of the American Society of Range Management. . . . Brig. Gen. W. O. Kester, president of the American Veterinary Medical Association. The list is unequal caliber will be on it; we know the messages they bring to the platform will be interesting, informative, authoritative.

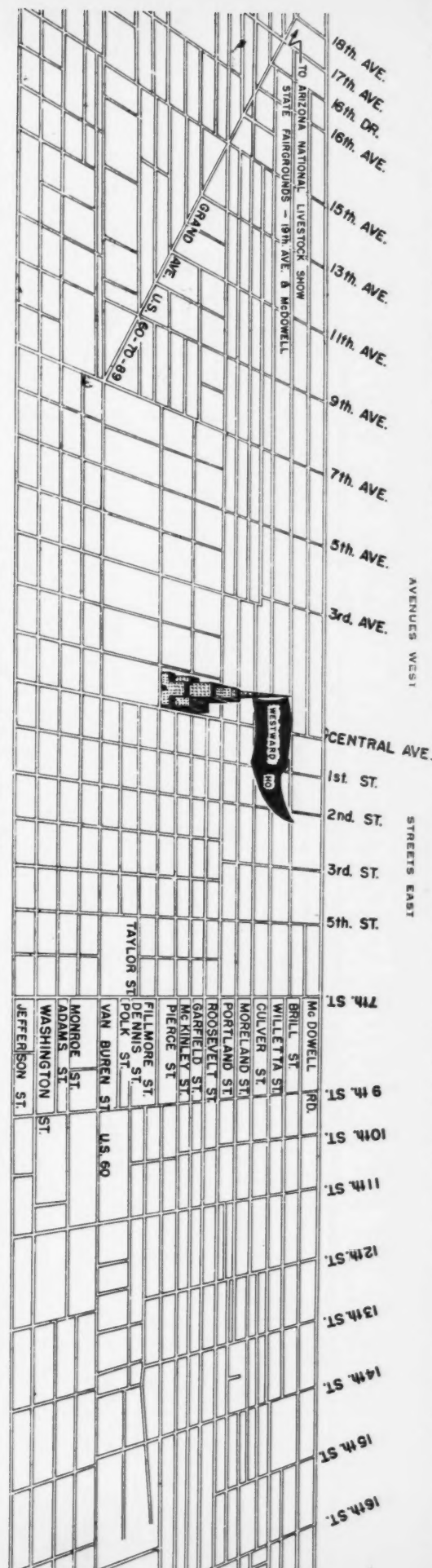
On behalf of the convention hosts, the Arizona Cattle Growers, we reiterate their invitation that delegates also plan to attend the eighth annual Arizona National Livestock Show which takes place Jan. 2-5. The days in advance of the convention would be well spent. As we have told you in previous issues, registration will begin on Sunday, the 6th, at the Westward Ho Hotel headquarters, with a meeting of the executive committee scheduled for that evening. And don't forget the fine Valley tour which has been planned for the 10th, the day after the convention closes; it will include many places of interest, with lunch at a huge plant being erected in the Salt River Power District.

## A Lot For Your Money

Your registration fee will cover all these features, plus the annual banquet, buffet supper party, ladies' luncheon, junior activities, etc.

Now, then: One other item has been newly brought to our attention by Mrs. J. M. Keith, the secretary of the Arizona association. A Phoenix travel bureau, she writes, is making arrangements for a post-convention trip to Mexico City. This will be made in buses seating 25 to 30 persons and, as Mrs. Keith points out, this offers an especially attractive way of visiting Mexico because so much more can be seen than by flying, and all hotel accommodations will be pre-arranged. So there you have one more opportunity to take in something unusual while you're in the Southwest. If you're interested, write to the Arizona Cattle Growers Association secretary, Adams Hotel Lobby, Phoenix, Ariz.

We wish it would hurry up and be January. We wish we could be in Phoenix right now, meeting all of you face to face and greeting you with a slightly belated "Happy New Year." But until then—our sincerest wishes to everyone for a Most Joyous Christmas Season!



# NEW BRUCELLOSIS REGULATIONS EFFECTIVE JAN. 1

Last month we published a summary of the new federal regulations on interstate movement of cattle to curb spread of brucellosis.

This month we are giving USDA's own rundown of the new rules. They put federal control on interstate movement of all cattle except steers, spayed heifers, and calves under eight months old, starting Jan. 1, 1957.

The USDA's simplified version follows:

A regulation already in force will still apply after Jan. 1 to **reactors to the brucellosis test**. Eartagged and branded, they may move under official certificate to slaughter at plants under federal inspection or specifically approved by the department, or to an approved public stockyard for sale to such slaughtering plants.

Under the new regulation, **cattle not known to have brucellosis** also can be shipped to such plants for immediate slaughter or to a public stockyard or one approved by the department. They must be accompanied by a waybill or similar document or certificate signed

by the owner or shipper.

Two classes of cattle can move into any state with comparative ease. **Cattle from brucellosis-free herds and areas** require only an official certificate. And **officially vaccinated animals under 30 months old** can be shipped with only an official certificate, except those moved into a modified-certified brucellosis-free area. They must have, in addition, a permit from the livestock sanitary official of the state of destination.

**Official vaccinates over 30 months old** can be shipped to non-certified areas under an official certificate and a permit from the state of destination, if within the preceding 30 days they were blood tested and showed a reaction no higher than incomplete agglutination at the 1:100 dilution. If they move into a modified-certified brucellosis-free area, however, they must then be quarantined until tested negative or slaughtered.

**Most nonvaccinates over eight months old** can move under official certificate if tested negative within 30 days of

shipment, provided that those going into a modified-certified brucellosis-free area also have a permit from the state of destination and are then quarantined until tested negative after 30 days or slaughtered. There is an exception, however, for animals from a federal-state supervised herd that has tested reactor-free within 90 days before shipment. They can be shipped anywhere under official certificate only, provided each animal shipped has tested brucellosis-free at least 30 days after the herd test but within 30 days of shipment.

**Beef bulls and females shipped for feeding or grazing only** can move under official certificate and permit from the state of destination, if that state legally requires segregating and quarantining such cattle.

The new regulation also deals with the cleaning and disinfecting of vehicles and the marking of records to indicate that reactors are in shipment. Each railroad car, boat, truck, or other vehicle in which reactors are transported interstate must be disinfected.

## SUMMARY OF BRUCELLOSIS REGULATIONS—THIS GUIDE IS NOT A REGULATION AND IS NOT TO BE USED AS SUCH

Class of Cattle	Requirements to Move Into	
	Modified Certified Brucellosis-free Areas	All Other Areas
1. Steers, spayed heifers & calves under 8 mos.	None	None
2. Cattle from brucellosis-free herds & areas	Official certificate	Official certificate
3. Official vaccinates under 30 months of age at time of shipment	Official certificate and a permit from livestock sanitary official of state of destination.	Official certificate
4. Official vaccinates over 30 months of age at time of shipment.	Must be tested after 30 months of age and within 30 days prior to interstate movement and not react over incomplete at 1:100. Permit from livestock sanitary official of state of destination and an official certificate required. Animal must be placed under quarantine until negative or slaughtered.	Must be tested within 30 days of shipment & not react over incomplete at 1:100. Permit from livestock sanitary official of state of destination & an official certificate required.
5. Non-vaccinates over 8 months of age.	Negative blood test within 30 days of shipment. Permit from livestock sanitary official of state of destination and an official certificate required. Must be quarantined in state of destination until found negative after 30 days or be slaughtered. If cattle originate in herd under federal-state supervision and a herd blood test within past 90 days revealed no reactors, animals can move without permit and quarantine, providing each animal shipped was negative to another test 30 days from previous test within 30 days of shipment. An official certificate is required.	Negative blood test within 30 days of shipment plus official certificate.
6. Bulls & female cattle of beef type moved for feeding or grazing purposes only	Can be moved under an official certificate and a permit from livestock sanitary official of state of destination if that state has laws, rules, or regulations providing for the segregation and quarantine of such cattle.	
7. Reactors (CFR Amendment 56-40)	Direct to slaughter at Federally inspected plant or one specifically approved by USDA or to a public stockyard for sale to such a slaughtering establishment, with "B" brand on left jaw and metal reactor tag in left ear. Official certificate required.	

**MOVEMENT OF CATTLE FOR IMMEDIATE SLAUGHTER**—Direct to slaughter at Federally inspected plant or one specifically approved by USDA if accompanied by a waybill or similar document, or a certificate signed by the OWNER or SHIPPER of the cattle.

**MOVEMENT OF CATTLE TO PUBLIC STOCKYARDS**—Direct to a public stockyard or one specifically approved by USDA if accompanied by a waybill or similar document, or a certificate signed by the OWNER or SHIPPER of the cattle.

CONSULT APPROPRIATE STATE OFFICIAL FOR STATE OF DESTINATION REQUIREMENTS



# Convention Hits and Misses

By F. E. Mollin

**M**OST of our members enjoy the annual convention trip. Once started, they are, as a rule, repeaters. In the old days, 15 or 20 years ago, 400 was a good crowd. Last year's registration, at New Orleans, was 1,647, the biggest. It was a fine meeting.

The historic advice of Horace Greeley was "Go west, young man." In our case, the attitude of the executive committee in planning forthcoming meetings is generally, "Go south," and most of our meetings have been held in southern cities. The northerners like to go south and make it a semi-vacation trip; the southerners hate to go north and run the risk of a bad snowstorm.

The secretary in charge of any livestock convention, state or national, always worries for fear the crowd will be small, but usually his worries are unnecessary—particularly in recent years. The writer's memory goes back to the Ogden convention in 1933, when only a corporal's guard was present. It was the low spot of the depression. The previous year at San Antonio the attendance had been somewhat better—but much gloomier, too. By the time the Ogden convention rolled around, it appeared that the stockmen had made up their minds to fight the thing through, and the small number present were not going to be licked.

Many humorous incidents have occurred at conventions over the years. Some—at the moment, at least—were not particularly funny to the people involved.

During the convention in Seattle, Wash. in January 1931 there was a taxicab strike on. Luke Brite, a former American National president, and Ed Wentworth of Armour were caught in a cab and thought for a few minutes they were going to get into a shooting affray.

At Albuquerque in 1934 there were two big issues: public land legislation, and whether or not cattle should be made a basic commodity under the original AAA act (ruled unconstitutional by the U. S. Supreme Court while we were in session at Phoenix two years later). At any rate, each side was busy rounding up prospective members, and for a while the National did a land-office business in signing them up!

At Rapid City, S. D. the next year, Manfred Cartwright, the grand old cattleman of Arizona, was the principal speaker in inviting the convention to go to Phoenix in 1936. Usually seen rather than heard, he made a wonderful speech—and then continued to take the floor and speak again each time someone else rose to issue an invitation to another city. He did a good job, and we went to Phoenix for a fine convention. (One of the outstanding features of this Phoenix convention was the wonderful display of food the Westward Ho

Hotel set out for the buffet dinner. . . . This hotel will be headquarters again, for our 60th convention, next month.)

In 1937 at El Paso we had an unfortunate experience. The courtroom used as the meeting room turned out to be cold as a barn (we worked with our coats on) and the judge in charge refused to "put on the coal." We had struck a bad spell of weather; flu was prevalent, and in fact hit some of the convention delegates. Next day we moved back to the top of the Del Norte Hotel, although handicapped by inadequate elevator service for the rush periods.

Convention facilities are improving, but we still occasionally run onto a place where the convention hall is a considerable distance from the headquarters hotel. But we pride ourselves that our meetings are well attended anyway. In Phoenix in 1947, for instance, the meetings were held in a school auditorium miles from the hotel, but the room, which seated just about 1,000 people, was filled for practically every session.

Of many good conventions of recent years, the Miami meeting in 1950 stands out for a perfect spell of weather between heavy rains and a big blow. Only those who stayed over for fishing ran into some heavy going.

Our convention crowds have sometimes put up with rather skimpy arrangements, but such hardships were taken in stride. . . . In one of our prominent convention cities, at the men's party the first night (for which a charge of over \$4 was made to the individual stockmen even though the roast beef on the plate lunch had been furnished free by stockmen and not by the hotel) no adequate arrangements were made for eating the repast, and many stockmen sat on the floor to stow it away.

**Room reservations are always a headache for the secretary. Sudden changes in plans, cancellations of which we are not informed, arrivals without reservations—all make for confusion. In one good convention city we had the peculiar experience of seeing stockmen come in without advance arrangement, walk up to the reservation desk, register and be assigned immediately, though the hotel had told us the rooms were all gone.**

We have incurred some lasting enmities due to mixups over rooms, for which we were not responsible. But, on the whole, most of the gripes were soon forgotten.

At Reno in 1955 it was hard to find anyone who admitted losing any money to the "one-arm bandits." In other words, stories about winnings were common; stories about losses were held in reserve. However, regardless of where we meet, our conventions are noted for the application of the delegates to association business.

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## NURSERY RHYME

As twigs are bent, so trees incline —  
So, too, young sprouts are kept in line.  
— Howard Haynes

## WHEATLAND RANCH

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# Cattlemen And the USDA

BY MAURICE F. SWEENEY

IN SPITE of our oversupply of cattle, we find that the United States Department of Agriculture is hiring farmers at so much per acre to plant grass. The "soil bank," the USDA states, will provide a greater base for the beef supply.

Is this a proper function of the USDA? The Department may have a legitimate interest in the production of cattle to the extent that it might take action in an emergency when the nation is faced with a critical beef shortage; but certainly not at any other time.

Also a **SHOW COAT Spray!**... Excellent conditioner of hair and hide! Gives animals a beautiful, glossy coat, free from scale and scurf.

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And apparently the Department feels it can foresee future periods of demand for beef, as evidenced by views of representatives of the Department with regard to the cattle cycle.

Several months ago, Harold F. Breimyer of the USDA said:

"A typical cycle begins with an increased demand for breeding stock to expand herds. Prices of breeding stock soar and cow-and-calf enterprises become very profitable. As cows, heifers and calves are held back, only steers are marketed in large numbers for slaughter. Later, as calves from enlarged herds reach maturity, total slaughter increases. Then prices break, often severely."

And at the convention of the American National Cattlemen's Association last January, P. H. Stephens, director of research, Farm Credit District of Wichita, giving these views as his own, said:

"The reason that cattle prices tend to go up for about five years and then go down for five years or longer is that after cattlemen sense that high and profitable cattle prices say 'grow more beef,' it takes about five years, from the time of holding back a heifer calf, until her production reaches the market in substantial quantities. And it takes as long or longer for low, unprofitable prices to convince cattlemen that they should really cut production."

The idea set forth in the above quotations is important to cattlemen, because at this point the road divides. Those who take one road believe in the law of supply and demand and a free economy. Those who take the other road prefer to blame the present price-cost squeeze in the cattle business on the cattle cycle—a theory that could invite control of the cattle cycle. Is the "soil bank," which the USDA refers to as a base for future beef production, a step in this direction?

The men quoted above say that each peak in the cattle cycle should be accompanied by low prices.

But this is far from an exact statement.

We have had four peaks in the past 37 years—in 1919, 1934, 1945 and 1956—we hope.

At the 1919 peak, prices instead of being at a low point were at a high, and for the next two and a half years prices decreased as numbers decreased.

The 1934 peak at first glance might seem to support the cycle-price theory. However, in 1919 with prices high there were 73 million cattle, and 15 years later with a corresponding increase in human population there were only 74.3 million cattle. In 1919 cattle were worth \$54 a head; in 1933, one year before the 1934 peak, with numbers again at 73 million, they were worth \$20 a head.

If supply alone determines price it does not seem to be very consistent.

Following the 1934 peak, prices began to rise and at the 1945 peak kept on rising until 1951 or 1952 but the cattle

cycle continued throughout this period in its usual pattern through more than one and a half cycles.

During the period from 1919 to 1952 prices were affected by the aftermath of one war, a stock market crash and depression, drouth, a price ceiling and two other wars. Factors of this nature, plus supply, determine demand. Supply alone does not determine demand or price. Anything which affects purchasing power affects demand.

If economic planners could foresee wars, depressions, drouths, and economic upsets, it may be that they could to some extent regulate supply to meet demand more suitably.

But even in the 33-year period of stress, wars and drouths the nation was not faced with a critical shortage of beef, because the law of supply and demand was effective. Nor did the stockman suffer except during the depression when most industries suffered, too.

Mr. Stephens said that "wide swings in the beef production cycle will apparently continue so long as cattlemen go unrestrained in their reaction to price stimulus or until they collectively take steps to stabilize market supplies and thereby the price of beef."

But would stabilizing the supplies stabilize the prices? Cattle prices were rising continuously for 17 years—1934 to 1951—while the cattle cycle continued to vary in its usual pattern.

As for the 1956 peak in the cattle cycle, it appears there are too many cattle today because—

1. Of the increased production of beef in the South.

2. Feed grains have been supported and subsidized to such an extent that practically every 600-pound steer or heifer sold for beef has been fed to a weight of 1,000 or 1,200 pounds.

3. During the period of high wartime demand for beef, many farmers who used to run dairy cattle and raise beets and wheat, changed to beef production when they found butter subsidized out of the picture and cream at relatively low prices. Today acreage allotments are so small and cream prices so low that few of these farmers want to quit beef production.

4. Above normal production due to World War II and Korean demand.

5. Changes in human population, particularly in the West Coast region, which have affected the beef supply and demand situation.

With such factors as these, operating to set the constantly changing stage for the production of beef—which, incidentally, needs to be done at a profit—how can the USDA presume to provide a greater base for the future beef supply, demand for which no one can accurately forecast?

Rather, it would appear that if and when more grass is needed on the Great Plains, in the corn, wheat and cotton belts or elsewhere, supply and demand should put it there.



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PRODUCER

December, 1956

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## NEVADA MEETING

THE 22ND ANNUAL MEETING OF the Nevada State Cattle Association took place Nov. 9-10 at Fallon; reports are that it was a successful convention with an excellent program and good participation by cattlemen in attendance. In actions taken, they elected the following new slate of officers:

**President, Roy Young, Elko; first vice-president, Norman Brown, Smith; second vice-presidents: John Marble, Deeth; Roger Smith, Arthur; Jay Strode, Contact; Fred Strosnider, Yerington.**

In their resolutions, the Nevadans: Called for study by the state university and extension service to determine production costs and operating profits or losses on typical Nevada cattle ranches so that actual figures for present conditions be known; endorsed principles of the National Beef Council and commended the long-established research and educational activities of the National Live Stock and Meat Board; recorded opposition to present methods of administering the soil bank lands; urged establishment of a realistic voluntary program of brucellosis eradication.

The cattlemen expressed strong opposition to the practice of consignment selling of cattle as against the "priceless right to open, competitive bidding"; asked for a compulsory state-

wide brand inspection law; called for heavier penalties in livestock theft cases. They urged Congress to enact protective tariffs on importation of livestock and livestock products; requested that the Bureau of Land Management suspend any grazing fee increases at this time; suggested research to ascertain if any possible beneficial use could be found for the noxious weed, halogeton.

The problem of animal diseases, nutrition, etc., received attention in an action calling for appointment of a research committee to work with the state college of agriculture and other agencies. The convention also voted to issue invitations to future state conventions to officers of other state associations and to make an effort to be represented at annual meetings of the other organizations in turn.

## CONVENTION CALL

(Continued from Page 9)

and we will continue to work toward that goal. However, the new laboratory at Ames will certainly delay any authorization for a laboratory farther west.

**BEEF PROMOTION:** Technical legal obstacles were encountered by the National Beef Council in its efforts the past year to actuate a uniform program of collecting funds at the public markets for beef promo-

tion. Legislation to overcome the legal stumbling blocks was introduced in the closing days of the last Congress and is to be reintroduced in the next session. One of our featured program speakers will have an interesting message concerning the future potential for beef consumption.

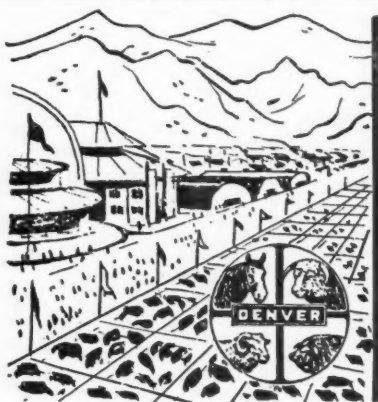
**SANITARY AFFAIRS:** Programs intended to eradicate Brucellosis have taken on added importance because of the new interstate shipping regulations that go into effect Jan. 1, 1957.

**OTHER SUBJECTS** that will receive active consideration in Phoenix will be the current senatorial investigation by the anti-monopoly committee into livestock and meat buying and merchandising practices and a proposed amendment to the Packers & Stock Yards Act to transfer jurisdiction over packer operations beyond the point of purchase to the Federal Trade Commission.

As we are about to go into the new year, it is encouraging to note that the Department of Agriculture's five-year outlook for the beef cattle industry is on the bright side. We hope the department's prognostication is accurate.

The above, although not complete, should give you an idea of the breadth and scope of the issues that will come before the 60th annual convention in Phoenix, Jan. 7-9. I urge you to attend.

**RADFORD HALL**  
Executive Secretary



## 51ST ANNUAL NATIONAL WESTERN STOCK SHOW

Denver, Colorado—January 11-19, 1957

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200 carloads of top feeders direct from ranch and range!

### JUDGING

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Herefords, Angus, Shorthorns  
**BREEDING CATTLE**  
Angus ..... Jan. 14, 15  
Herefords ..... Jan. 14, 16  
Shorthorns ..... Jan. 15

### SALES

Polled Herefords ..... Jan. 14  
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Angus Bulls ..... Jan. 16  
Shorthorns ..... Jan. 16

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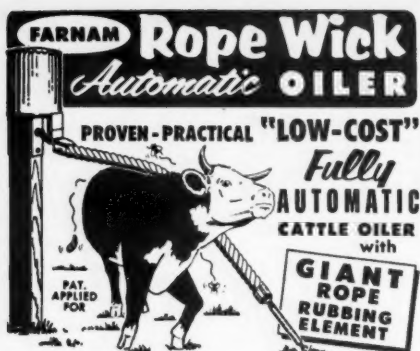
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## The Market Picture

**FAT CATTLE** prices showed no signs of coming out of the slump of the last few months. Competition from holiday meat items, such as poultry and hams, was even greater than in previous years. In fact, storage of poultry reached the highest levels in history for this season of the year. In-shipments of stocker and feeder cattle into the Corn Belt was up sharply from last year. While numbers actually on feed in the Corn Belt were down 4 per cent from a year ago, the total in that area was 22 per cent above two years ago, which was closer to a normal year.

Perhaps the outstanding factor to current depressed prices was the sharp increase in numbers of cattle on feed in the western states, where the count was up some 17 per cent. The large number on feed in California and the resulting excessive marketings spread weakness over the entire West.

In fact, the normal flow of fat cattle to the West Coast was entirely revised. In such areas as Idaho, Utah, Montana, Arizona and New Mexico a large volume of fed cattle had to find outlet to the East rather than to the West. The Denver market received up to 50 and 60 loads weekly from these areas as well as from California itself. In addition, a sizeable volume of dressed beef was moving from California to the Midwest and East. Demand was so narrow in California that many loads of fed cattle were shipped to packers on consignment without a price tag. Others sold on a dressed grade and yield basis.

While cattle slaughter was not running excessively over a year ago, the breakdown of classes being slaughtered was somewhat different from last year. The extremely heavy marketing of cows late in the year encouraged many packers to expand their cow kill and thus cut down slaughter of fed steers and heifers. A seasonal tapering off of cow marketings will eventually force many packers back to fat cattle slaughtering, which should bolster the trade.

Despite the bearish situation in grainfed cattle, trade on stocker and feeder cattle firmed up somewhat, due largely to the fact that the peak movement had passed. Choice quality replacements were pretty well delivered. There was some weakness in medium to good quality cattle in a clean-up trade as larger than normal numbers moved to auction and terminal markets.

At the same time, stock calves of choice to fancy quality were in fairly broad demand at fully steady prices. Some weakness was evident on medium to good quality calves, similar to the

trade in mature types of cattle. Also, heifer calves showed some weakness since those seeking high quality steer calves and willing to pay a premium for them were not interested in the heifer end at any price. Thus the spread between steer and heifer calves widened out again to as much as \$5 to \$6 per cwt., after many had sold as close as \$2 to \$3 under the steer end.

The extended drouth and skyrocketing hay prices forced an unusually heavy liquidation of cows late in the fall, and prices slumped to the lowest levels in more than a year. Thin cows, selling as low as \$6 to \$7 were poor property to winter through on hay costing as much as \$30 to \$40 per ton, or even more.

The late heavy movement was of such volume that there appeared the possibility that cow numbers would be reduced sufficient to cause a downward turn in the cattle population by the turn of the year.

## PRICE ROUND-UP

Late in November, the bulk of good and choice fed steers brought \$18 to \$24, not many on the West Coast getting above \$20 to \$20.50. High choice and prime steers reached \$27 to \$30 at midwestern markets. Beef cows were bulking at \$8.50 to \$10, a few commercial selling upward to \$12.50. Cannery and cutters dropped to the lowest levels of the year, with bulk selling \$6.50 to \$8.

Good and choice stocker and feeder steers brought \$16.50 to \$19.50, with an occasional load of choice yearlings reaching \$20, a few midwestern markets getting \$21 to \$21.50. Good and choice heifers brought \$14 to \$16.50. Frequently, open or spayed heifers brought \$1 to \$1.50 premium. Good and choice steer calves bulked at \$17 to \$21.50, with several loads of choice to fancy reaching \$22 to \$24. Good and choice heifer calves ranged \$14 to \$18, but not many above \$17. Medium and good stock cows brought \$6 to \$9, mostly \$7 upward, a few strings cow and calf pairs \$100 to \$115.

Looking back over the year 1956, despite a fluctuating market, most classes of grainfed cattle finished the year \$2 to \$4 higher, some prime steers \$5 to \$6 above a year ago. The exception to this trend was the West Coast where prices were at or near the lowest point in many months. Late heavy marketing of cows placed this class \$1 to \$2 under a year ago. Stocker and feeder prices, in sympathy with higher fed cattle prices, closed the year strong to \$1 higher, some of the choice to fancy steer calves \$1 to \$2 above last year.

Reviewing the year 1956, it will be recalled that fed steers opened on a low key, choice selling at \$18 to \$21, a few prime reaching \$24.50. Very little improvement came until April when choice steers brought \$19 to \$22, with prime reaching \$27 at Chicago. Prime heavy steers, 1,400 pounds and heavier, reached \$22 to \$24 after having to sell



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as low as \$16 to \$18 in February and March. Some setbacks occurred in May and June as demand again centered on lighter weight and heifers were seen to sell on a par with light steers. July saw another healthy price spurt, which pushed choice steers to a spread of \$24 to \$28 and prime steers finally reached \$33 and \$34 in August and September, before leveling back around \$30. Choice steers broke sharply back to \$22 to \$24 by November, with West Coast prices \$1 to \$2 below this spread.

Good and choice stocker and feeder steers opened the year around \$16.50 to \$17.50; a few choice short yearlings and calves up to \$20 and \$21. Demand broadened by March and April as the supply off winter pastures was not liberal, short yearlings and calves reaching \$22. Trade leveled off through May and June with buyers conservative and the low point of the year saw good and choice weighty feeder steers having to sell at \$15 to \$16. The upturn to fat cattle prices in July, August and early September quickly revised replacement prices to a spread of \$17.50 to \$20, some high quality steers reaching \$22 on feeder account. Late fall trade settled back to a bulk of \$16 to \$19.—C.W.

(The following is a summary of the talk made by Don Collins, president of the American National Cattlemen's Association, in his round of late fall state cattlemen's associations.)

## Where Is The Cow Business Going?

I'M ON a question-asking trip this time. Usually the president of the American National is expected to "tell all" about the cow business and the factors which concern it.

But this time I'm asking you: Just where is the cow business going?

We're in the midst of perhaps the worst drouth in history in many parts of the nation. And even though some of you might have had good grass and a fair season behind you, whatever happens elsewhere is going to have considerable bearing on what happens to you in the future.

I feel somewhat qualified to talk about drouth—my ranch is in the heart of one of the worst drouth areas of the nation—out in Cheyenne County, Colo. But as my father used to say, "It's only unusual out here when it rains," so we're used to dry weather. But this year beats them all.

Perhaps I am too close to the really hard-luck boys of the cow business. Perhaps what I've been hearing from many of my neighbors is only the frantic reaction of men dangling from the frayed end of the rope.

But I'm also hearing talk from other areas. Talk about asking the government to step in with a rigged sup-

port program, a "bonus" cow-buying scheme, or any other setup that would bring some money into the cowman's pockets—and forget about any worrying about tomorrow and the controls and regimentation they might bring!

And, I'll be frank, in these recent weeks the politicians have been quick to grab onto such talk and make out as though it were the general plea of a giant industry. We may not have had rain, but we've sure had a "promising" fall, haven't we?

I think it is apparent now that many politicians, regardless of party, have been ready to corrupt principle with expediency, eager to buy a vote here and there with fancy plans and rosy promises. I'm sorry to say that it seems to me—as one who operates as a neighbor to "soil-bank-happy" farmers—that the soil bank is a sorry example of what happens when Washington cowboys rush in to "help out" the farmer, too many inequities, too much chance for shannanigans, too much chance of doing more harm in the long run than can be beneficially accomplished during the emergency.

Land out in my country is worth less than \$10 an acre. The soil bank is giving everyone who participates \$6 an acre—and for some that will mean \$6 an acre each year for seven years. Forty-two dollars! And because the regulations weren't written to make

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benefits applicable to land of record, say, on last Jan. 1, the speculators are moving in, buying land at \$15 and \$20 an acre—a healthy seven-year profit no matter how you look at it.

**And this may be laying the base for inflated production and control of numbers and the industry in the future.**

That's just one example of how government — any government — can really foul up the works with so-called "long-range" programs of supports and controls.

The American National and its 28 affiliated state associations are certainly not hardheaded about accepting government help in the current and past emergencies. But one thing is readily apparent and positive: that help has to be temporary, with the minimum of interference, and it must be designed so that the after-effects won't embarrass and pain us later on.

The American National has been most active in securing various freight-rate concessions for drouth-bound hay and feeds or basic herds on their way to grass, in getting rebates for the purchase of various feeds, in establish-

ing a beef-buying program for school lunch, foreign aid and other purposes for which special funds have already been established, and in cooperating with Import-Export Bank in making the loan to the Mexican government for special cow purchases in this country.

**You may argue that these programs "just don't seem to do the job!" That's true—if all you are looking for is a regular check with Uncle Sam's name on it or a spectacular and immediate rise in the markets. But you folks certainly know that any buying program of beef or cows is going to be beneficial to the overall market. Many of you will directly benefit from the Mexican purchases, and all of you will receive indirect benefit from the beef-buying program. Contracts are being spread around the country, the period between order and delivery is being closed up so that packers will have to be actively on the markets—and many other phases of the program are greatly improved over the 1953 beef buying plan.**

But I came here to find out how you folks feel. Are you happy with the way things are going, or are you convinced that our future is not ordained by what price supports or subsidies the politicians want to throw at us?

If we can resist the blandishments of the politicians and if the drouth is eased, all indications point to a full, prosperous future for the efficient, sincere cattleman or feeder. Let's look at some of those factors for a moment.

All experts now figure that there will be little change in the overall number of cattle on hand next Jan. 1. These experts also figure that the peak in numbers has been reached at long last. No matter what the change in numbers is—whether slightly up or slightly down—it should be most encouraging that some measure of stability has been reached and that the wild increases of recent years have been halted.

Slaughter so far this year of heifers and cows has been very heavy—not as heavy as last year, perhaps, but still higher during the first nine months than in any other year in history. Con-

(Please turn to Page 24)

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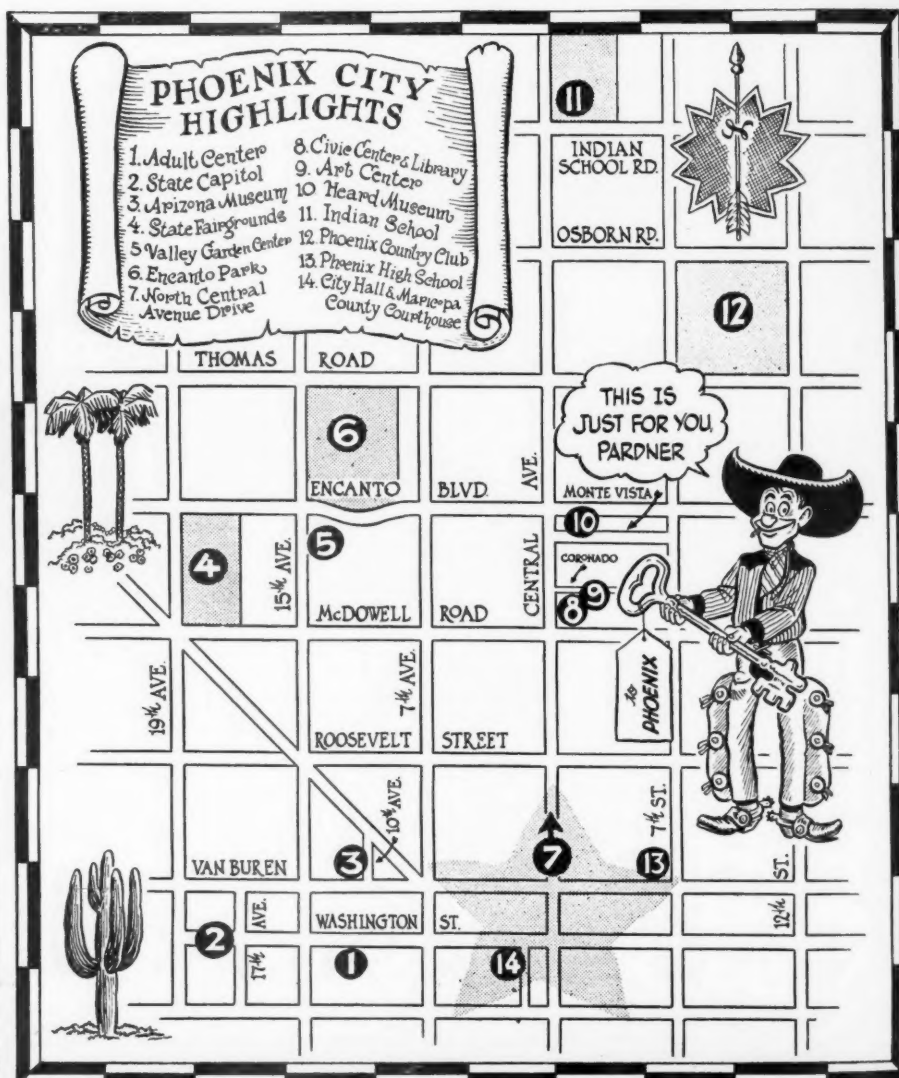
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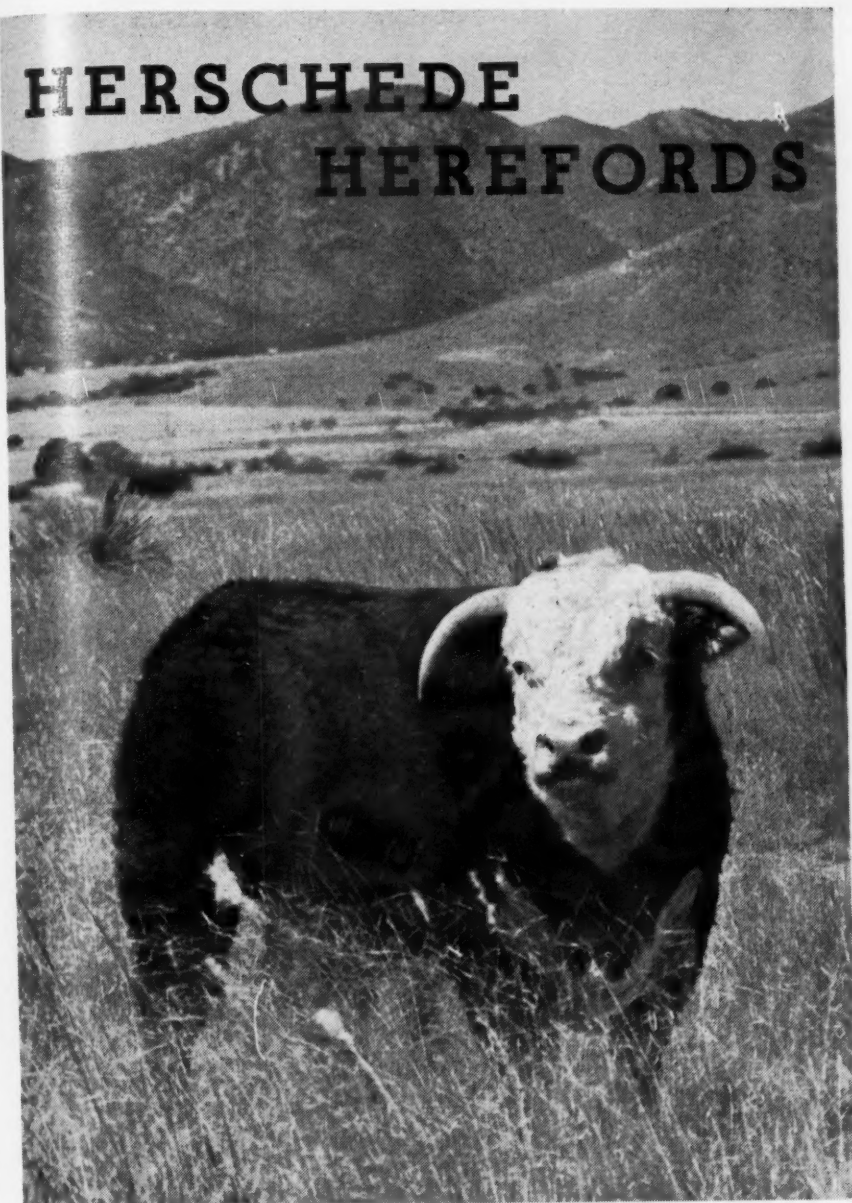
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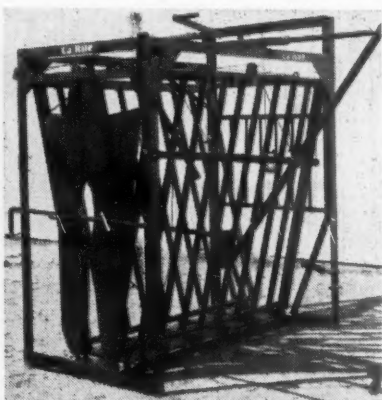
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tinuing dry weather might quickly boost the rate of she-stuff slaughter and we could kill almost as many cows and heifers in all of 1956 as were taken out of production in 1955. So far, we have not had liquidation, of course, but it is encouraging to note that the bulk of the heavy she-stuff



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slaughter has been in heifers, the beef factories of tomorrow.

Slaughter of calves has also been considerably greater than most other years, and, of course, steer slaughter has set all-time records.

Younger, lighter animals are in the feedlots. This means, if feeders stick to their intentions, that they'll move cattle through the lots faster without picking up too much weight to create tonnage problems such as we had last fall and winter. The number of cattle on feed Oct. 1 was 1 per cent more than on the same date last year. That number is not a substantial increase either compared with earlier heavy feeding years. Some folks are predicting more hard times ahead for feeders after the first of the year, but it seems to me that it will come only if they have not learned well enough their lesson on extreme heavy weights.

Storage of beef is running at a lower level than in many recent years. Oct. 1 stocks of beef are considerably lower than the five-year average.

Nothing is backed up to give us trouble. No mountains of government-sealed beef are hanging over our heads. The pipelines to the consumer are open and flowing. The law of supply and demand has never been illustrated so dramatically or effectively as this year.

We also have no great foreign competition to give us fits this year. Actually, imports of beef and cattle have been small for many years, but, like a tiny leak in a bucket, those imports can and do give us trouble if they hit our market at the wrong time. However, during this year, exports of cattle and beef have increased to new record levels while imports are cut way down, and new foreign beef purchases are being announced at frequent in-

tervals. The full effects of beef buying and cattle buying programs for export have not yet been felt.

Despite what you might have received for that load of cull cows or tail-end calves, you must admit that we have been blessed with reasonably stable prices during the past three or four years. Certainly they are lower than in 1951 and 1952. But they have not taken wild fluctuations since the Big Break; and it is those wild jumps which ruin even the most efficient and thrifty operator.

Our human population is growing by leaps and bounds. The last figure I heard was 168 million persons. We all know, too, that many of these people are in the younger age brackets, the war and post-war babies, who are just coming of an age at which they become mighty beef eaters.

A great deal of the strong demand we have been enjoying is no doubt due to the increased number of mouths. Also to be considered is the healthy economy which gives our workers enough money to buy 81 pounds of beef apiece plus two cars, portable TV sets, air conditioners and all the other "necessities" of modern living.

There seems to be little or no lessening in demand. Some resistance was felt to sharply higher retail prices in the East earlier this fall, but even that seems to have leveled off. Wholesale prices are holding up comparatively well, despite huge cattle runs.

Two other factors seems to be of major importance in assessing what the future holds for us:

For one thing, we haven't truly tested the power and benefits of good, sustained beef promotion. For another, we have yet to achieve the fullest efficiency in raising, feeding and marketing our product.

It seems to me that we are all convinced that some sort of beef promotion can serve the industry very well. We've seen it proved time and again in the local campaigns, the CowBelles' terrific Beef-for-Father's Day program, and in some of the state programs which are operating at an effective level.

Naturally the old problem of raising money is still with us. We'll solve that one of these days, no question of that, and then we can really compete in this modern world.

The question of whether we are really getting the best from our animals, our land, our marketing practices, our entire cattle operations, can only be answered by each one of us according to our own situations.

Even though I've been able to cheapen my operations considerably, I still have a lot further to go. Not only can we tighten up some more, but we must truly make each animal, each blade of grass, work harder and better for us.

It seems to me, when you boil it down, that all the cattle business really needs right now is a good

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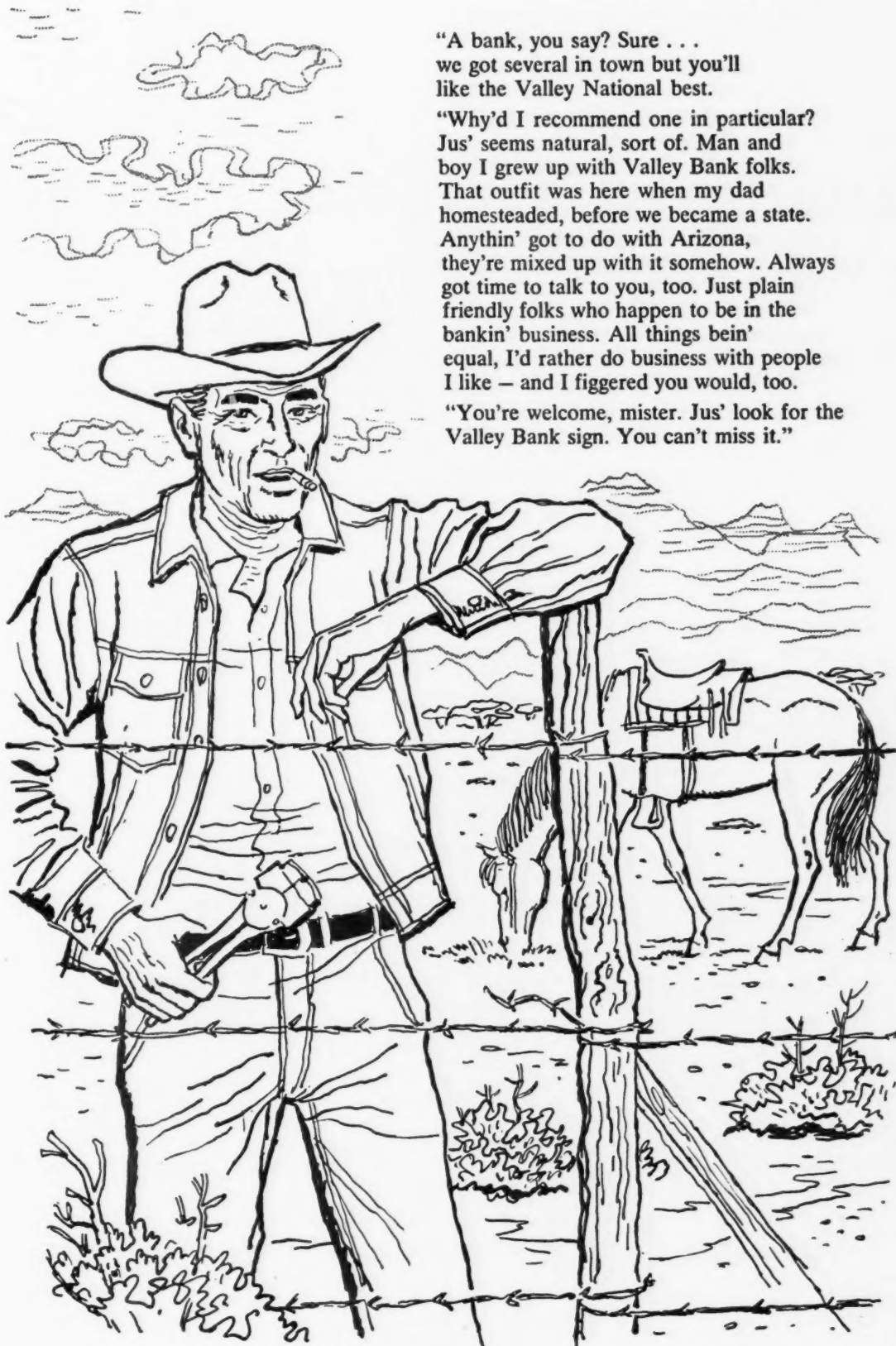
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rain. And, if it's all the same to you, I'll take some of it on Cheyenne County, Colo.

Next, the cow business needs to be left alone. We've had about all the promises we can take. We're just not sure any more whether we want anything done "for us" because it usually

turns out to done "to us." And we have to remember that the government has nothing to give us which it does not first have to take from us.

I am sure that many agree with me that we want to run our own businesses, free and unfettered, allowed to assume our full potentials and re-

sponsibilities in providing this nation with beef and leather.

But some of us have been weakening a little. Sure, they say, why not grab a little gravy, everybody else is! I don't think **everybody else** in this country is tying their futures to supports and controls.

We can't be defeatists, taking just because "everybody else is." We cannot accept regimentation, we cannot lie back, defeated and say, "Oh, well, it's inevitable!"

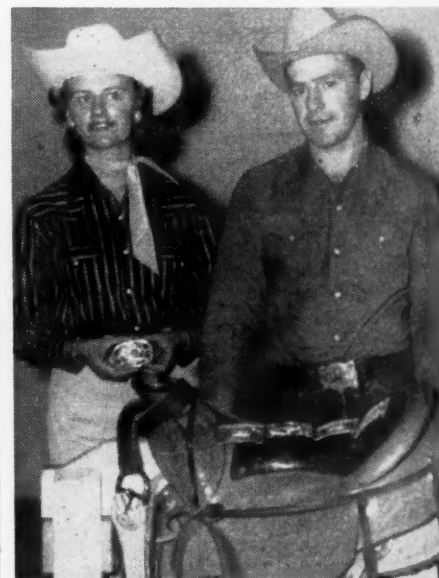
Nothing is inevitable except death. This is no time to weakly accept regimentation because it is "inevitable." This is the time to stand up in the glory, the promise and the responsibilities of our chosen way of life.

I don't know about everybody else, but the politicians and bureaucrats will have to push me off my ranch. Meanwhile, I'm going to let the politicians do the talking, while I do the cowpunching—not the other way around.

## JUNIOR LETTERS

DEAR JUNIOR MEMBERS: This will be just a short note from your secretary. It will soon be convention time again and I hope many of you are planning to be in Phoenix to join in the festivities. By this time the program is being drawn up and will appear in the PRODUCER.

I'm teaching school this year in the northwestern part of South Dakota and we've had our first taste of winter. Had a blizzard that put down quite a lot of snow. Looks like it may be a pretty long winter, starting out so early. This county was declared a drouth disaster area and they've been



Kaye Van Dyke, Watford City ranch girl who is vice-president of the North Dakota Junior Stockmen and now attends Concordia College, Moorhead, Minn., won the title Miss Rodeo North Dakota for 1957. She is shown in the picture with Jim Tescher, all-around cowboy.

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receiving some hay from out of state.

I want to urge as many of you as possible to come to Phoenix for the convention. There's always a wonderful program that I know everyone would enjoy. Also, Phoenix is a wonderful town, and if you live in the North I know you'll like the warm South for a few days. I'm looking forward to meeting many new members. — **Beverly Berry**, secretary.

\* \* \*

DEAR JUNIOR STOCKMEN: I live west of the Missouri River in northwestern North Dakota. Our ranch will be flooded by the Garrison Dam which is filling now. We will have to be moved by next year and as yet we don't know where to go.

I am now attending Tulsa, Oklahoma University College on an athletic scholarship. I'm down here to play basketball and our first game is Dec. 3 with Okmulgee A. M.

Range conditions at home aren't too bad. There's quite a little grass, but in the southwestern part of the state they've had to sell out a lot of cattle because of feed shortage. So far at home they've had a good fall. They had a light snow but it's mostly gone

now. Prices haven't been too good but are rising a little now. My Dad bought some calves to feed this winter because the corn in that part of the state was pretty good. My Dad puts up silage every year and thinks it's really great feed.

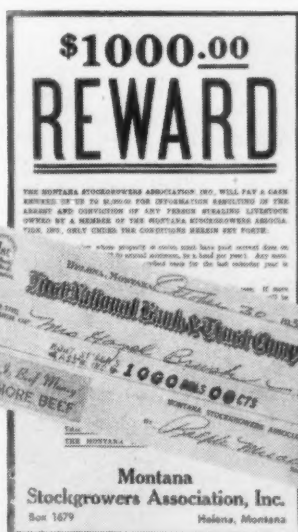
We have a junior stockmen's organization which consists of about 50 members. We try to get more members every year. We raise money each year by selling chances or tickets on a saddle blanket and other articles. We use the money to send junior delegates to the Little International Winter

Show at Fargo and the Winter Show at Valley City, N. D. Last year we sent a delegate to the National Cattle-men's convention for the first time. We hope to send one or more delegates each year.—**Bob Goodall**.

### THE COVER PICTURE

This month, a view of the host city for the 60th annual convention of the American National Cattlemen's Association, Jan. 7-9, Phoenix. (The tall building at extreme left, just above center, is the headquarters hotel for the convention, the Westward Ho.)

### Cash Instead of Cartridges



The pictured check paid a \$1,000 reward offered by the Montana Stockgrowers Association for information leading to the arrest and conviction of anyone stealing livestock owned by a member. In this instance, Mrs. Hazel Brush, a Miles City housewife and mother of eight children, in sincere concern for the stockgrowers in the area reported suspicious actions on the part of some neighbors. This resulted in the apprehension of cattle thieves who had butchered a calf belonging to W. E. French, a rancher out of Miles City and member of the association. Association Secretary Ralph Miracle points out that publicity accompanying payment of this sizable reward puts all cattle thieves in Montana on notice that everybody is watching them. Prompt payment of rewards in the past has helped to keep cattle thievery at a minimum.

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### MAGAZINE MART

Dept. AC

Plant City, Fla.

# Blaine: Cattlemen's Freight Rate Watchdog

By LYLE LIGGETT

**C**URRENT OPPOSITION to efforts of major railroads to gain freight rate increases totaling 22 per cent focuses new attention on Charles E. Blaine, veteran traffic manager for the American National Cattlemen's Association and other livestock organizations.

Mr. Blaine is in the midst of a major campaign to refute claims of the carriers that they need the boosts to offset higher labor costs and to gain them "fair" returns on their investments. His statistical evidence and testimony will endeavor to demonstrate that livestock shippers, suffering low or non-existent returns on their investments will be unduly injured.

But to Charlie Blaine, a fight on behalf of the stockman is not new. In fact, the annual convention of the American National in Phoenix—his home town—will help him celebrate his 36th anniversary as a noted traffic manager, and his 28th anniversary as traffic manager for the American National. (Mr. Blaine and former secretary F. E. Mollin were elected at the same meeting in 1929).

For years, Mr. Blaine's annual report to the convention has been a reflection of the tremendous problem brought on by the complexity of transportation for the vast cow business. And for years, stockmen have recognized that he is ever ready to undertake a major battle over rates or legislation or to perform a minor but important auditing service "if it helps the stockman in any way whatsoever."

Services of his office, and, of course,

his staff of eight specialists, range from testimony before the Interstate Commerce Commission to auditing the freight bills of members of the American National and other sponsoring organizations. In between is constant scrutiny of countless thousands of tariff changes, regulations, and national, state and local transportation legislation or preparation of damage claims for prosecution by the shipper's attorney.

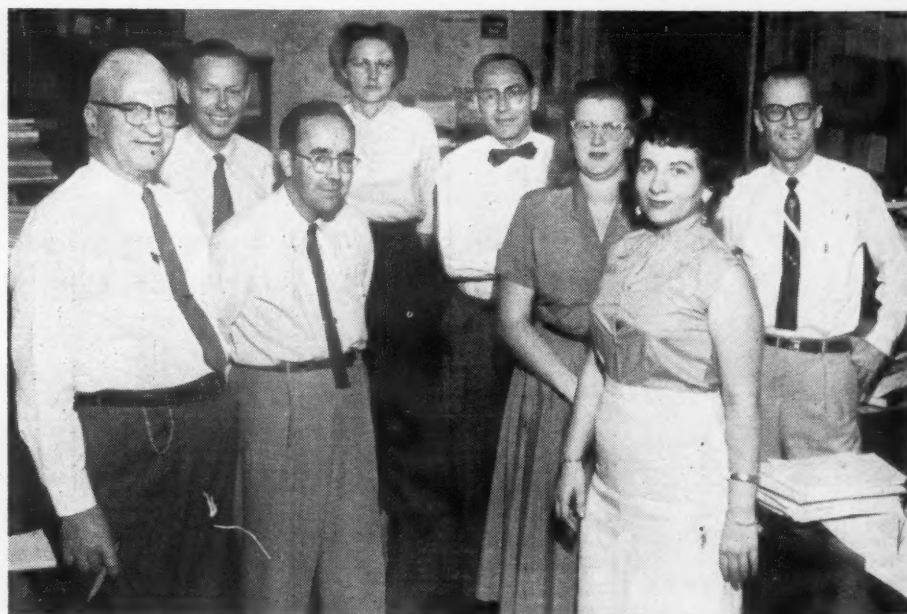
In the auditing service, Mr. Blaine's staff carefully examines the freight bills submitted to him for errors, overcharges and so forth. As he explains it, the carriers' auditors are fast to find an undercharge, but slow to discover an error in the shipper's favor.

The service is performed for a set percentage of the amount recovered with no charge if there is no claim. During a recent month, 19 cattlemen received an average of \$90 each in claims recovered—and, Mr. Blaine maintains, this is from only a scant percentage of the shippers entitled to the service but who do not know of it or consider it not worthwhile.

"I can tell when times are pinching—we receive an increasing number of bills for audit," Blaine smiled.

He insists that such freight errors are accidental, pointing out that most local freight agents have an extremely hard time keeping up with the numerous tariff and routing changes, besides selling tickets, handling baggage and "sweeping out."

And Mr. Blaine knows whereof he speaks. He started his long career in



Mr. Blaine and his staff of experts. Front row (l. to r.): Chas. E. Blaine, Robert Devlin, Margaret Monninger, Josephine M. Trombetti and Calvin L. Blaine. Back row (l. to r.): Delmar A. Kirby (whose place was recently taken by James E. Sersain), Ruby E. Cox, and Walter F. Lamb, livestock rate specialist.

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transportation in 1900 as a railroad telegrapher. Until 1916 he was an agent, dispatcher, brakeman and yardmaster, thus learning the complicated inner workings of the railroad business.

In 1916 he became traffic manager for a major Arizona copper company, leaving that in 1920 to join the Arizona Corporation Commission.

It was on Jan. 5, 1921, that Mr. Blaine and the late P. A. Jones formed the basis for the present firm which became solely Mr. Blaine's in 1925. In 1928 his son, Calvin, joined the firm after spending two years in the purchasing department of a power company so that he, too, would have a shipper's viewpoint.

Calvin, a worthy and capable successor to his father's keen interest and insight into transportation matters, started learning early. As a child he had spent many hours sorting and filing freight bills, tariffs, and done other work in his father's office.

In Phoenix next month, the cattle industry will once again pay tribute to the astute service rendered by the Mr. Blaines. In the meantime, Charlie and Calvin are up to their eyebrows in another fight on behalf of the stockmen.



**WE TRY**—I certainly enjoy all your magazine. It covers the whole of the states, both men's and women's cattle organizations, in a year's time, keeping us informed on current activities. Keep up the good magazine. I only wish more people knew how fine it is.—**Mrs. John A. Streiff**, president, Nebraska Cow-Belles, Flats, Nebr.

**SOME RAIN**—We had some nice rains (Nov. 12)—around three inches. It is making quite a lot of late fall pasture and has relieved the tense water situation a little, but it is still acute and without further rains it could be very bad in extremely cold weather. There has been considerable liquidation of cattle but mostly small farmer operators.—**Ralph Perkins**, Howard, Kans.

**BONE-DRY**—We need moisture badly; the rains were spotty during the summer months. And September really set a record—not one bit of moisture the whole month. Out of our 114 counties, 45 have been considered in the drouth area. It is very unusual for Missouri to be so dry. So far, we have

had no snow. We are feeding hay in Sullivan County as pastures are poor. Looking forward to the convention at Phoenix. I sure enjoy the American Cattle Producer, so am sending my check as I don't want to miss a single copy.—**Mrs. Leon Cummings**, State Director, Missouri CowBelles, Kansas City.

**ABOUT COYOTES**—I note the boys are now going to town on the question of coyotes. It helps to keep up a man's interest to have these problems come up for discussion. So far as coyotes are concerned, they never bothered me except when they got to working on the women-folks' chickens.

When the government started putting out the 1080 poison we allowed our place to be baited and the coyotes surely disappeared. About that time the deer and antelope began to increase and they have gotten to the point where they are about to take us. Those who claim to understand such things tell me the increase in big game is due to the scarcity of coyotes. If that is the case, and I knew how to go about it, my first job would be to import a carload of coyotes.—**Julian Terrett**, Brandenberg, Mont.

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# LADIES' CHOICE



## Through a Ranch House Window

By Dorothy McDonald

Since the National convention in Phoenix is now only weeks away it seems a fitting time to open the windows of the Ranch House to let you hear these thoughtful comments on our organization by Mrs. Edith C. Knight, 1956 president of the Arizona CowBelles:

"Twenty years ago," she writes, "a handful of women—11, if memory serves me rightly—gathered in the home of a cowman and his wife near Douglas, Ariz., and formed themselves into a social club for the purpose of companionship, of entertaining themselves, their families and their friends. Little did they dream as they voted for one of two proposed names, 'Cattle Ladies Club' and 'CowBelles'—with CowBelles winning out by the tremulous majority of ONE vote—that in not too many years groups bearing this name would be found in 35 states and in Canada, nor that the total number of members would be counted in the thousands.

"Without realizing it these women were breaking new ground and widening the traditional realm of ranch women everywhere. Many big things in life have humble beginnings, but the end is always in direct proportion to the unselfish efforts each member of

the group brings to the task. So perhaps it is not surprising that the original aim of CowBelles—to lessen the loneliness of their lives by companionship with other ranch wives—has moved today's cattlemen out of their traditional confinement to the nursery, the kitchen and the fields into an outstanding position as public relations emissaries of the cattle industry.

"It is natural enough for CowBelles to find themselves engaged in activities that will help promote BEEF. We have but to read printed articles by famous doctors on 'Our Starving Teenagers' to know the need for an educational program that will give them strong bodies they should have to house their bright young spirits. Since most CowBelles are first of all good mothers, it is a double satisfaction to them to be able to promote their own families' financial security and yet benefit those who buy their product.

"We have been lucky in Arizona in the help we have had from many sources in this program. For instance, all the banks in Arizona are having bold red slogans installed in their mailing machines to proclaim BEEF the best possible food. Ninety-three banks in our state have mailing machines and the

slogans they use will benefit our industry—and also they will benefit our children and the millions of Americans who are 'starving on a full stomach.'

"The special ingredient the CowBelle can bring to each project is **herself**, for, to paraphrase a familiar quotation,

"Who gives herself with her alms feeds three,

"Herself, her hungering neighbor, and Me."

\* \* \*

Though she probably did not mean it as such, I can think of no better Christmas message I could give you than is contained in these quotations from Mrs. Knight's letter. I'm only sorry I have not room to quote it all. This is just a condensation, a sort of glossary of her remarks. I hope she will forgive the liberties I've had to take with them to make them fit these pages; I do not think I've anywhere altered her intent. I hope not!

In the words of Tiny Tim, God bless us, every one!

\* \* \*

## CONVENTION PROGRAM FOR THE COWBELLES

**SUNDAY, JAN. 6:** Registration at the Westward Ho Hotel, Convention headquarters. Ladies' Get-Together that evening. There will be a very short entertainment and Mrs. Dressler has asked that the state presidents' reports then be given.

**MONDAY, JAN. 7:** General Assembly at which it is hoped all CowBelles as well as all Cattlemen will be present. Ladies' Luncheon at noon. The winner of the poster contest will be announced then and the award presented. All posters will be on display. This will be followed by a fashion show from Goldwaters' with Mrs. Sterling Hebbard as chairman. There will be no CowBelle meeting after the luncheon, so ladies may attend general meetings if they desire. A social for both Cattlemen and CowBelles will be held that evening.

**TUESDAY, JAN. 8:** CowBelle Breakfast and annual meeting. Buses will be on hand early that afternoon for a tour of the unique town of Scottsdale and points of interest about Phoenix. Everyone is on their own Tuesday night.

**WEDNESDAY, JAN. 9:** Dutch Treat Breakfast for the CowBelle officers and the General Council. Other ladies will be free to shop, go sight-



Oregon Cattlemen and CowBelles gave thousands of persons their first taste of Beef Broth on the Rocks at the Pacific International Livestock Show in Portland recently. Through an arrangement with Campbell's Soup Company, the new beef broth was served from the can over cracked ice; it made a

tasty, nutritious drink that pleased everyone—especially children. Many people who stopped by the booth told attendants that the idea was already familiar to them and was in many cases being used like coffee or "coke". Here, Mrs. Joe Oliver, president of the state's CowBelles, serves Ann Mason, star of the New York Rockettes.



seeing, or whatever they choose to do.

The banquet and annual Stockman's Ball will be that evening.

**THURSDAY, JAN. 10:** The feeders and water users have planned a tour of feedlots in the valley, with luncheon being served to all who care to go.

\* \* \*

"This," writes Chairman Polly Browning, "concludes our planned program but we hope everyone will want to linger awhile and visit various places of interest Arizona has to offer. As to the clothing the ladies might need, it's hard to be definite about that. Although Phoenix is a city of sunshine, we've had such a long drouth that all cattle people are hoping for a wet winter . . . and, who knows? It just might happen! It can be cold if it rains, so I'd say probably suits, light wool or silk dresses, and definitely a winter coat. You may not need it, but it's better to come prepared."

## AT HOME ON THE RANGE

Do you remember the Christmas dinners of a past generation? . . . Raw oysters, a clear soup, a fish course and perhaps one of game, the roast turkey or the fat goose, mashed potatoes, buttered squash, big puffy rolls, the pickled peaches and spiced pears, the fruit salad with its topping of whipped cream, the plum pudding, the fruit cake, the two kinds of pie? No wonder the high ecstasy of Christmas morning ended so often on a dismal note! And how about the housewives then? Tending a cranky old cookstove while all this largesse cooked, and cleaning up the kitchen afterward without benefit of electric dishwashers—or of hot running water, usually . . . Christmas couldn't have been much of a "holiday" for them, could it?

It's probably no surprise to those of you who know how I object to a long day in the kitchen even on the traditional feast of Thanksgiving to learn there'll be no such elaborate dinner in my house this year.

In keeping with the holiday mood, I love the table to be bright with holly and tall red candles and the food just as good as I can make it. But meals can be bountiful and delicious and still easy to prepare. So I like to leave elaborate dishes like turkey with oyster stuffing or roast ducklings with oranges and wild rice for those dismal winter days when I'm alone and it is fun to spend most of the day in my nice warm kitchen. On holidays I take time to enjoy my family and my friends . . . and dress up easy-to-prepare dishes so they just seem elaborate and festive.

I've often used a baked ham for Christmas dinner, because I could leave it untended for most of the day and yet make it picture-pretty to serve with a pineapple and honey

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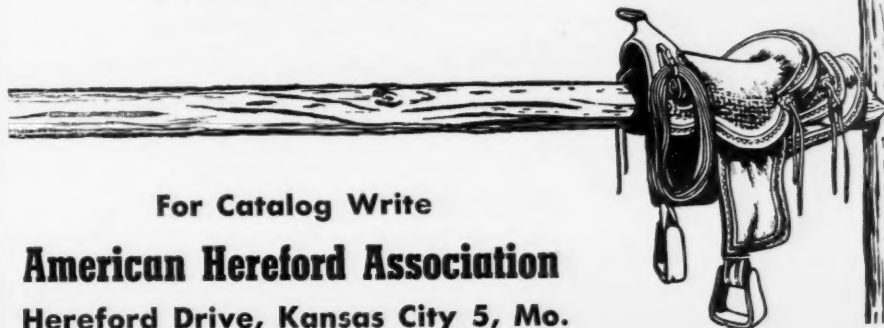
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glaze and tiny wreaths of mint leaves and bright red maraschino cherries. But the past two years, thanks to the influence of the CowBelle slogans to Eat More Beef which pass across my desk each month, I've "made do" very handsomely with a noble standing rib roast on Christmas as well as on other feast days of the year. And why not? What could be better? And if there is an extra dividend of satisfaction in knowing I'm being loyal to our industry and at the same time educating my guests in the festive possibilities of beef, that's all to the good, isn't it?

If you too plan roast beef for Christmas dinner, you might like to dress it up with a garnish of golden wedges of Yorkshire Pudding. Not the soggy strips of dough or the dried-out leathery stuff that passes for Yorkshire Pudding in some restaurants (whose chefs should know better) but that delicate custardy puff that good English cooks serve as an adjunct to roast beef.

You need extra drippings in the pan for this, so unless your roast is choice and quite fat it is wise to dot it generously with small bits of suet. Season simply with salt and pepper and place it, fat side up, on a rack in an open pan. Roast in a slow oven (325 degrees.) If you're an old hand in the kitchen you probably can tell when it is done to your family's taste just by its appearance and the subtle differences in the sound of bubbling fat at different temperatures. But if you're not sure, the simplest way to perfect meat roasting is to invest the very small sum necessary in a meat thermometer. Once you've tried it you'd never be without it. Insert the bulb deeply into the center of the roast and continue cooking until it registers the degree of doneness you prefer—140 degrees for rare, 160 degrees for medium, and 170 for well done.

You may baste or not, as you choose. If a roast is lean and stringy I often baste with a mixture of one-half cup melted fat, two tablespoons of soy sauce, and two tablespoons of lemon juice or mild vinegar. But if it is Prime—the kind that will furnish drippings for a good Yorkshire Pudding—I just close the oven door and let it brown to perfection in its own juices.

Served with baked or mashed potatoes, Yorkshire Pudding—which is not a pudding at all—a home-canned or frozen vegetable and a simple tossed salad, this is a dinner fine enough for any day in the year. Topped off by plenty of strong black coffee and a desert tray of ruddy apples, assorted crackers and cheese, and some of the prettiest of the Christmas cookies and candies, it's a meal your family and your friends—and, best of all, yourself—can enjoy without any reservations.

And now for the simple little touch which makes it festive, the Yorkshire pudding. It's just a giant tender pop-over, really.

#### YORKSHIRE PUDDING

2 eggs                      1 cup flour  
1 cup milk                ½ tsp. salt

Sift together flour and salt. Add milk and eggs and beat together with rotary beater until very bubbly, about three minutes. About 15 minutes before roast is done, turn oven up to 425 degrees. Drain off some of the beef drippings into a large 12x14" pan—have fat about ¼" deep. Into the hissing-hot fat, pour the Yorkshire batter and place pan in oven on rack below the meat. Remove meat from oven when it is done, let stand to "rest" or firm up while you make the gravy, mash the potatoes, or whatever last-minute details need attending to. Let the Yorkshire Pudding remain in hot oven until it puffs up delicate and tender above the drippings—about 25 minutes. Cut in small squares or triangles and serve AT ONCE with a garnish of good brown gravy.

It's different but I think you will like it. And so . . . good eating . . . and good evening . . . to you all.

—D. L. McD.

## MEET THESE NEIGHBORS

Since all paths lead to Phoenix next month, I'd like you to meet the six charming ladies who are responsible for our entertainment there—the 1956 president and secretary of the Arizona CowBelles, and the members of the convention committee.

Mrs. Edith Craven Knight, immediate past president of the group, was born on the Open Buckle Ranch near Wamblee, S. D., which is still operating under the same brand. After finishing her schooling, she taught a business class and then became private secretary to a bank president in Prescott, where she met and married her husband, Harry S. Knight, in 1918. The Knights lived at the Triangle HC Ranch for 35 years, and thereon established the first Dude Ranch in Arizona in 1925. They are parents of one daughter and three boys, and live nowadays on the Bar Backward K Ranch near Yuma.



Mrs. Knight

Edith Knight is very active in CowBelle affairs, having served as president of Yuma County CowBelles in 1954 and of the Arizona CowBelles in 1956. Though she will have stepped out of office by the time of our meeting in Phoenix, much of the preliminary details have fallen upon her capable shoulders, as well as those of her secretary, Mrs. Wariner.

\* \* \*

Mrs. Loyce M. Wariner manages to fit her services to the CowBelles into an



Mrs. Wariner

active life. In addition to being the mother of three children (Carol, 17, Dorothy, 11, and five-year-old Earlene), she is a full-time secretary to a bank branch manager in Yuma; is a member of the Eastern Star and the American Institute of Banking. She is an Arizona girl, educated in Phoenix. She served as secretary of the Yuma CowBelles and was the 1956 secretary of the Arizona state group. Hers is a ranching family, she says, with five uncles engaged in the cattle business at the present time—three of them in Arizona.

\* \* \*

Mrs. Ernest (Polly) Browning, the newly-elected president of the Arizona



Mrs. Browning

CowBelles is chairman of the convention committee. She is an Arizona girl all the way, born on the ranch her grandfather, the late Thomas Allaire, settled in the early 1880's. She was raised in the atmosphere of the cattle business and has maintained her interest in it all her life. Mrs. Browning helped to organize the Willcox CowBelles and has been very active in the group ever since. She is a charter member of the local, state, and National CowBelles.

\* \* \*

Mrs. Ralph (Mattie) Cowan—one of the "leading ladies" of our organization—needs no introduction to most of us. She was born and grew up on a farm in Kansas but came to Arizona in 1918. Married in 1921 to Ralph Cowan, son of a pioneer Arizona family, she has lived in Sulphur Springs Valley since that time. She is the mother of three fine boys; was the first



Mrs. Cowan

president of the original group organized in Douglas in 1939 (and unless my memory fails me, it met first in her home.) She is a true pioneer CowBelle, for she was one of the group appointed at the San Francisco convention to look into the possibilities of chartering a National group. She served as the original first vice-president of the National, and as the second president. She has also served her state group as president. She worked hard on the Arizona campaign that raised \$45,000 to help finance the Arizona Boys Ranch, has



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## *The Season's Greetings*

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Through it all, the cattle industry has clung tightly to its freedom—its right to free enterprise and free markets. We have observed elsewhere that, once lost, these privileges cannot be regained.

Over-all, however, these have been years of progress. With the development of the West our cattle have improved, our ranches have improved, marketing has improved. We must continue on the straight course, resisting economic panaceas that seem to offer temporary benefits, to assure that the years of the future will be as good, and as meaningful, as the years of the past!

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been active in the beef promotion effort, and helped launch "Lil Dudette." The Cowans live on the N I Ranch at McNeal, but Mattie will be in Phoenix to greet us. She's been working for a long time to make the meeting a success.

Mrs. Norman (Johnnie Lee) Fain is another Arizona lady many of you have met across these pages in the past. She was born at Snyder, Tex., near the family ranch, but has lived most of her life in Yavapai County, and her interest in the industry never wanes. Graduated from the Prescott High School, she studied at the Fort Worth Conservatory of



Mrs. Fain

Music and later was a bank secretary in Fort Worth. Married to Norman Fain, son of Dan Fain of Prescott, Johnnie is the mother of three nice children and for years has been active in community work, especially as it is related to children and young people. She served as president of the Arizona group in 1953, and it was largely under her leadership that the Arizona ladies undertook the great and worthy task of raising \$45,000 for the Arizona Boys Ranch. She helped to create the Cow-Belle material (which I expect many of us will be buying in Goldwaters' store in January), that project which has so effectively financed many of the group's philanthropic endeavors. She has also been very active in the beef promotion program and is largely responsible for "Lil Dudette," which became a National symbol at the convention in New Orleans.

Mrs. Joe (Mabel) Clinton is a native daughter of her state. Her people were pioneer cattlemen and Mabel was born on her parents' ranch near Tombstone. She is a cattlewoman in her own right, and has been for 44 years. On the Clinton ranch near Hereford she still runs her own brand, the Prod F. Mabel too is one of the original group of Cow-



Mrs. Clinton

Belles, and served as their president as well as president of the state group. She worked very diligently with Mrs. Fain on the beef promotion program and on launching "Lil Dudette." She was named "CowBelle of the Year" at the New Orleans convention for her work in connection with the creation of "Lil Dudette."

These are the ladies who are planning our entertainment at Phoenix.

## American National CowBelle Chimes

Vol. 4, No. 12

December, 1956

President—Mrs. Fred H. Dressler, Gardnerville, Nev.

Vice-Presidents—Mrs. M. E. Trego, Sutherland, Nebr.; Mrs. L. E. Houck, Gettysburg, S. D.; Mrs. N. H. Dekle, Plaquemine, La.

Secretary-Treasurer—Mrs. Roy Bankofier, Fernley, Nev.

Editor—Mrs. Dorothy McDonald, 7905 Pala St., San Diego 14, Calif.

### PRESIDENT'S MESSAGE

Greetings to my CowBelle friends:

I am grateful for the honor of leading the American National CowBelle organization through this year of 1956. I have thoroughly enjoyed the active work with the CowBelles—and active it has been! I want you to know I have not been the only one who has been busy. My very good secretary, Mrs. Roy Bankofier, has been very busy too. So, too, have the officers of CowBelle groups in all the states.

**Much enthusiasm, planning, work and execution have gone into the Beef Promotion program. We must strive to perpetuate this good work now that it is started.**

At this time I want especially to thank Mrs. Bankofier for her assistance to me this year. Mrs. Dorothy McDonald should be complimented for her assistance in this organization; my thanks to her. Also to Mrs. J. Wadlow and all the members of the beef promotion committee, and to all committees that have worked so faithfully during my term of office. They have made it possible to carry on this tremendous program of beef promotion and thus to assist our cattlemen in their project.

My best wishes to all for a Merry

Starting with the National convention at New Orleans last January and their own state convention in Shreveport, CowBelles of Jeff Davis Parish in southwest Louisiana have been devoting their time, thought and effort to beef promotion all year. They have shown films on the value of beef in the diet and talked to parent-teacher, home economics, FFA and cattlemen's groups; used every opportunity to

push the product by entering a float in the Parish fair parade, setting up a booth in the exhibit building (pictured); are cooperating with the cattlemen on the annual barbecue, where beef will reign supreme.



Christmas and a most Happy New Year, with plans to see you in Phoenix in January.

—Mrs. Fred H. Dressler  
President

### Here And There With The Cowbelles

A group of South Dakota CowBelles distributed more than 22,000 recipe leaflets to the home demonstration agents at the state federation of extension clubs in Deadwood this fall. Letters had been sent in advance to the agents, and they had sent in their requests, so the leaflets were sorted and labelled ready for distribution to members and girls of the 4-H Clubs. "Beef Cookery" books and over 300 of the South Dakota brand place mats were sold. There is a good demand for these attractive place mats which are being sold at reduced rates to restaurants in lots of 1,000 or more.

The Mellette County (S. D.) CowBelles were organized at Norris on Oct. 23. Officers chosen were Mrs. Clarence Krogman, White River, president; Mrs. Paul Reutter, White River, secretary-treasurer; Mrs. Jay Carr, White River, vice-president.

Yvette (Mrs. Weldon) Doucette is the president of the Vermilion Parish (Louisiana) CowBelles and wife of the president of the Vermilion Parish Cattlemen's group. Yvette was born and reared on a ranch on Cow Island, Vermilion



Mrs. Doucette

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Parish. The Doucettes now live on Vermilion Bayou near Abbeville. They have one son, a senior in high school.

**Kern County (Calif.) CowBelles** launched activities for the season at their September meeting. The agenda included announcement of sponsorship of a new event at the Kern County Fair, details of the women's part in the beef booth and decision to donate proceeds of the annual spring dance to the Mary Lavers Home for Girls. In October, past presidents were honor guests at Rancho Bakersfield. Kern County CowBelles awarded three white show halters to winners at the fair. Also, a saddle was presented to the winner of the Women's Stock Horse class at the Horse Show. Barbecued hamburgers (with the CowBelles' own barbecue sauce) were a feature of the beef booth at the fair.

The **Oregon CowBelles** have made available up to \$10 per school for the purchase of beef to be used in senior



Mrs. Fred Warner and Mrs. Pat Morrissey demonstrated three beef cookery recipes before the senior homemaker class of Baker High School. They were very well received by the students.



Mrs. Fred Warner, president of Baker County CowBelles, presents the Beef Cookery book published by the National CowBelles to Mrs. Helena Wright, home economics instructor. Each instructor may receive one of these books for class use by applying to the Oregon CowBelles Association.

homemaking classes over the entire state. Each class will also receive a copy of the National CowBelle cookbook entitled "Beef Cookery" which stresses the preparation of economy cuts of beef.

Under the leadership of Mrs. Joe Oliver, president of the Oregon CowBelles, and Mrs. Dave Campbell, chairman of the committee on beef promotion, this project is well under way. The state departments of homemaking education and vocational education have been of great assistance.

Since beef is the basic item around which innumerable menus are planned, it is important that future wives and mothers learn to cook it well. Beef is now most plentiful; it is economical, and it is also highly nutritious. One of the CowBelles' aims is to save as many young husbands as possible from a dull future of cold cuts and casseroles!

The project was tested in Baker County last year and reportedly was a real success. The high school girls were greatly interested and appreciated having two young CowBelles work with them. It is felt that the project has many mutual advantages and will do much to promote beef. Pictures on these pages show some of the ladies involved.

**North Dakota CowBelles**, represented by Mrs. Mettie Searles and Mrs. Earl Morrell, distributed beef promotion material among folks visiting the fall festival in Belfield. CowBelle napkins and place cards were used at the luncheon for the Federated Women's Club in session at Watford City in September. The Dunn County Achievement Day at Killdeer on Sept. 15 featured a beef promotion booth set up in the high school auditorium. At the second Appreciation Day, celebrated on Sept. 29, the Cowbelles were represented by a float with large balloons floating over it to proclaim the beef story.

See you in Phoenix



Katherine Bauder and Janice Reagan, students in senior homemaking, Baker High School home economics department, are typical of the Oregon girls who will receive special instructions in beef cookery in a project sponsored by the Oregon CowBelles Association.

## TAX FORMS AVAILABLE FOR OWNERS OF BIG TRUCKS

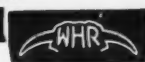
A highway use tax of \$1.50 per 1,000 pounds on trucks using public highways and having a gross weight over 26,000 pounds is imposed by the Federal-Aid Highway and Highway Revenue Acts of 1956 beginning July 1. Form 2290 which must be used in making returns when paying the tax will be available soon and copies may be had by writing to the American Cattle Producer, 801 East 17th Ave., Denver 18, Colo. The highway act calls for spending \$33 billion in the next 13 to 15 years, about \$28 billion of which will come from the federal government, \$5 billion from the states.

## Write Your Own Ticket

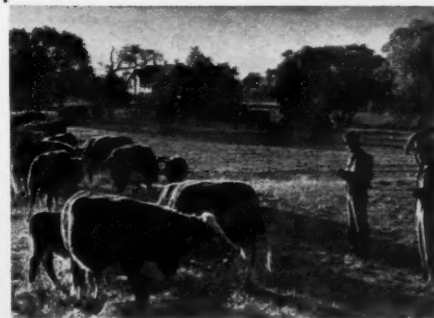
For these Qualities:

- Bigger beef output
- Better weight for age
- More red meat
- Higher uniformity

at WHR  
**Wyoming Hereford Ranch**



Cheyenne



**Nu-Way Automatic**  
PROVEN "LOWEST COST"  
STOCK-PEST  
CONTROL  
"ONLY"  
**\$27<sup>50</sup>**

Controlled oil flow from 5 gal. supply tank, precision built, lifetime brass, automatic trip-valve, which releases a measured amount of oil onto huge non-destructive rope-cable, every time animal contacts oiler. Keeps rubbing element well saturated. Animals can't break or tear it! Wears like iron! Lasts for years! Attach to any post! Made right! Works right! None better! Endorsed by state agl. colleges from coast to coast. COMBINATION OFFER Freight or Postpaid. 1-Oiler, 1 Qt. Rotenone Super Concentrate. Mixes with fuel oil. Makes 5 gals. Season's supply. Both for "ONLY" \$27.50. Mail check now. Write for literature. 30 DAY FREE TRIAL OFFER!

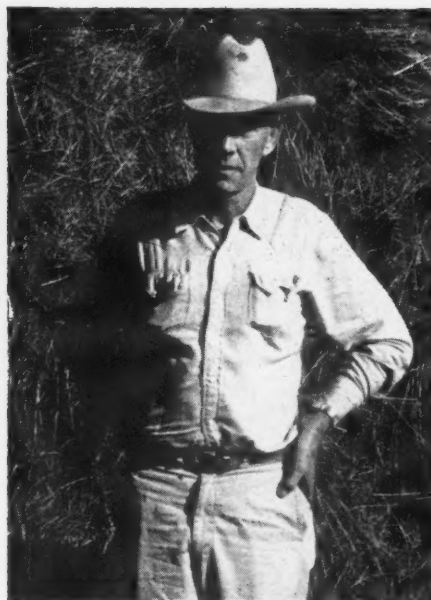
**NU-WAY, BOX 552, SIOUX CITY, IOWA**

## PRESIDENT CHECKS HIS HERD



President Eisenhower, putting aside international problems for a brief time, checks on his herd of Angus cattle during a visit to his farm at Gettysburg, Pa., Nov. 10. Dressed in country clothes, the President pats one of the black animals, while apparently making some comment to his herdsman, Bob Hartley. (Wide World Photo)

How one cattleman got into the business is told by Dewey C. Schaffer of O'Neil, Nebr., formerly a president of the Nebraska Stock Growers Association and member of the American National's general council. "We fed steers and heifers until 1929," he says, "and when the price dropped out from under us we had some Hereford heifers on the ranch. A friend of ours told us of a carload of Hereford bulls that were stranded in a snowstorm . . . so we went over and bought them to breed our heifers. The resulting calf crop ran about 98 per cent—which convinced us we had better stay in." The operation now includes around 1,500 cows and 300 first-calf heifers. (Photo of Mr. Schaffer courtesy American Hereford Association.)



Champion steers selected at the late-October fourth annual territorial 4-H beef steer roundup-auction sponsored by the Hawaii agricultural extension service are pictured with their owners. At right, Herbert Hinazumi, 14, who had the grand champion, with his brother Alan, 12, and the reserve champion. Looking on are Reuben Albaugh (with hat), University of California livestock specialist who judged the show, and Hawaii Governor Samuel Wilder King. The show took place on the University of Hawaii campus. (Fortunato Teho photo.)

## WYOMING HEREFORD ASSN. AVERAGE \$464 ON 182 BULLS

At Casper, last month, The Wyoming Hereford Association showed an average of \$464 on 182 bulls offered in its sale to bring in a total of \$84,550. The top bull, consigned by Wallop Herefords of Big Horn, Wyo., went to a Wyoming buyer for \$2,650.

## OGDEN POST HEREFORD WINS

In the Hereford breeding show at the 38th annual Golden Spike National Livestock Show at Ogden, Utah last month championship honors in the bull division went to Herbert Chandler of Baker, Ore. on a two-year-old entry. The reserve spot went to Long Meadow Ranch of Prescott, Ariz. on a junior yearling which was shown by Double M Hereford Ranch, Adams, Ore. after buying it in San Francisco for \$5,100. In the female division, the champion—a senior yearling—was shown by Bear Claw Ranch, Dayton, Wyo.

Grand champion honors for the show went to Janet Fraser, 15-year-old of Reedpoint, Mont., on her registered Herefords, and 16-year-old Carroll Walton of Akron, Colo. took reserve honors on his purebred Hereford.

## HEREFORD MERGER REJECTED

The board of directors of the American Polled Hereford Association recently voted unanimously to reject a merger proposal submitted earlier by the American Hereford Association. In a meeting attended by about 250 breeders at Springfield, O., it was recommended this action because of a general consensus among those present that the merger would not be beneficial to the Polled Hereford breeders of America. Reasons given:

Identity of the Polled Hereford group and its activities would be submerged and separate promotional activities on behalf of the Polled breed would suffer; Polled Hereford members would not be willing to give up their identity or program of promoting their animals; present experience among the Polled people is that the three-generation certificate is absolutely essential to development and promotion of Polled Herefords.

## DENVER SETS STOCKMEN'S BALL

On January 10 the first annual Grand Western Stockman's Ball will be held in Denver under sponsorship of the city's Chamber of Commerce and its agricultural and livestock council. The ball, the evening before the opening day of the National Western Stock Show, will be open to all persons interested in honoring an industry which each year produces an \$8- to \$10-million sale in the mile-high Colorado capital city. Tickets, at \$5 per couple or \$2.50 each will cover dancing and top entertainment acts. (Reserved balcony seats will cost \$2.50 extra). Advance-order tickets are obtainable from the Denver Chamber, 1301 Welton St.

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### RECORD HEREFORD MEMBERSHIP

Two hundred, forty-two Hereford breeders in the nation were named to membership in the American Hereford Association during September and October 1956, boosting the total membership to an all-time high of 28,036.

#### ANGUS AVERAGE \$401

In the Grand National Livestock Exposition's Aberdeen-Angus sale at San Francisco last month, 43 head totaled \$17,240 for a \$401 average with 31 females bringing \$12,505 and 12 bulls \$4,735. The top female topped the sale at \$2,200; the top bull brought \$650.

#### BONES SALE DATES SET

Bones' Hereford Ranch at Parker, S. D. has set the dates for two sales in 1957. On Mar. 2 the ranch will hold its range bull sale; Apr. 27 is the date for the annual production sale.

#### SCOTLAND TOUR SCHEDULED

Interest of American Angus cattlemen in visiting the homeland of the breed in Scotland has resulted in plans for the second annual tour to leave this country Jan. 31, 1957. The first tour, last February, was taken by 19 Americans. The tours are planned under auspices of the American Angus Cattle Society of Great Britain; an event to be included again this year is a visit to the Angus show and sale in Perth, Scotland, Feb. 4-6. Information and arrangements are available at the Angus Association, St. Joseph, Mo.

#### WIN AT PORTLAND SHOW

The Hereford steers of two 15-year-old high school sophomores captured the grand and reserve championships in the recent Pacific International Livestock Exposition at Portland, Ore. Shelia Roan of Ellensburg, Wash., a 4-H'er, took top honors on her registered steer, and next-high place went to Fritz Hill of Helix, Ore. who also exhibited the grand champion steer in 1955. The top steer this year brought \$2.05 a pound; the 876-pounder was just over a year old. The 982-pound reserve animal brought 50 cents a pound.

#### RED BLUFF PLANS SALE

Consignments are rapidly being completed for the 16th annual Red Bluff Sale in California, according to Sale Manager Don Smith, who recently stated that 24 horned Hereford breeders have already entered the Feb. 7-9 event from the states of California, Washington, Oregon, Wyoming, Idaho and Utah. More Polled Hereford bulls will be featured than at any previous Red Bluff sale, with 44 head already consigned by breeders operating in California, Oregon, Washington and Colorado. Consignments of Shorthorns and Angus are also nearing completion, with 13 Washington, California and Oregon Shorthorn men expected to enter a total of at least 40 head. As

# BULLS

FOR SALE AT PRIVATE TREATY

## FRANKLIN HEREFORDS

A reliable source of practical, dependable registered Hereford breeding stock. Yearling bulls for sale now.

B. P. Franklin  
Meeker, Colo.

OUR BUSINESS has been good for some nice reason. We have 30 long yearling bulls, priced at \$250 to \$500. You'll like them. Also females, bred and open.

F. E. MESSERSMITH & SONS, Alliance, Nebr.

"Our Herefords build the beef where the highest priced cuts of meat grow."

Aberdeen-Angus Cattle, purebred and commerical  
**N BAR RANCH** Grassrange, Mont.

## CHANDLER HEREFORDS

Range Bulls of Uniform Quality in Carload Lots

Herbert Chandler

Baker, Oregon

**30 Bulls** HORNED POLLED **Weight** FOR AGE

We Dare You to See Them—Top Quality . . . Smooth

**Witwer Herefords** (Since 1899) 10 Miles East **Greeley, Colo.**

### RED BLUFF SALE JUDGES

The three selected to grade and judge bulls at the Red Bluff, Calif., range bull sale are (l. to r.) Charles Kyd, manager, C. A. Ranch, Three Forks, Mont.; Harvey McDougal, Collinsville, Calif., president of California Cattlemen's Association, and Reuben Albaugh, livestock specialist, extension service, University of California.



last year, pens of two, as well as pens of three and five, will again be featured in both show and sale.

### THREE RED BLUFF JUDGES CHOSEN BY CATTLEMEN'S VOTE

In announcing names of three men chosen to judge and grade bulls to be sold in the 16th annual Tehama County Cattlemen's range bull sale, Feb. 7-9 at Red Bluff, Calif., Sale Manager Donald M. Smith declares: "This is the first time in the 15-year history of this sale, at which more than 4,400 bulls have been auctioned to cattlemen in all western states, that the men who consign the bulls have been asked to choose the three who will designate their grades." The three top vote getters (pictured on these pages) were selected in a poll of western beef cattle producers, from a list of 15 widely known livestock men and university experts who had served as graders at previous Red Bluff events.

### ANGUS AT CHICAGO

Fifty registered Angus cattle sold at the International "Show Window Sale" in Chicago last month for \$61,435 to make a \$1,229 average. In this annual event, seven bulls and 43 females made up the sale offering, with the bulls bringing an average of \$1,055 and the females figuring \$1,257. The highest individual price of the sale, \$6,400, went for a junior heifer calf consigned by James B. Hollinger, Chapman, Kan. The high-selling bull was bought for \$2,500.

### HOUSTON SHOW PLANS TOLD

The 1957 Houston Fat Stock Show, slated to run Feb. 20-Mar. 3, will mark the silver jubilee of that event and offers an estimated \$216,500 in cash prizes and special awards. New breeds to be introduced will include the Polled Hereford and Red Poll. The American Polled Hereford Association has posted a special \$1,000 award if the grand champion steer is of that breed.

In the open class breeding beef department prizes offered will total \$33,940. Polled Herefords and Red Polls will show for \$3,080 and \$1,000, respectively. Aberdeen-Angus will top all other premium awards in the division at \$8,505; Herefords will award \$6,300; Shorthorns, \$5,000; Brahman, \$3,740; Santa Gertrudis, \$2,000; Charollaise, \$1,040; Charbray, \$655; Brangus, \$2,625.

### SOME ANGUS FIGURES

The American Aberdeen-Angus Breeders Association at St. Joseph, Mo. has announced that for the seventh consecutive year new breeders joining the organization have exceeded 2,000; during the past 12 months new lifetime memberships totaled 2,371. Total active lifetime membership of the association now stands at 32,286, in addition to

3,131 junior members (410 of whom joined in the past year.) According to Secretary Frank Richards, at the close of the past fiscal year Sept. 30, 1956, purebred breeders from every state had entered 186,771 Angus in the American Herd Book—second highest annual total in the history of the association.

Transfers of registered Angus moved downward 2 per cent, with the annual total standing at 144,121. There is some indication that purebred breeders are culling their herds more closely and sending many older animals to market, says the national Angus headquarters; pasture and feed shortages have been an influential factor in this movement.

### FORT WORTH PRIZES TOLD

Seven beef breeds will be shown at the Southwestern Exposition and Fat Stock Show Jan. 25-Feb. 3, for \$49,860 in premiums. Included is \$7,180 for the carlot-and-pen division, in which for the first time heifers will share in the prize money. Also included is \$2,880 for junior breeding beef heifers. Herefords will compete for \$13,800 in 25 classes; Angus will offer 30 classes for \$10,000 in awards; Shorthorns 33 classes for \$6,000. Awards for Polled Herefords (27 classes) will total \$5,000; Brahmans (26 classes) \$2,000; Santa Gertrudis (24 classes) \$1,000, and Brangus (19 classes) \$2,000.

### CALIF. SHOW FIGURES

Grand champion steer at the Grand National Livestock Exposition which closed Nov. 11 in San Francisco was a 950-pound Angus shown by Charles

"Jay" Conover, Hayward, Calif., 16-year old FFA member. Reserve honors went to an 1,175-pound Hereford steer owned by a seven-student group from California State Polytechnic College, San Luis Obispo. The grand champion carload of fat cattle, also Herefords, came from the college.

### TEAM WINNERS AT K.C.

At the American Royal Live Stock Show in Kansas City last month, Oklahoma A.&M. led the field in both beef judging and beef grading in the inter-collegiate meat judging contest. The University of Wisconsin, competing against 15 other state agricultural colleges, emerged the winning team of the entire contest, thus gaining the second leg on the National Live Stock and Meat Board challenge trophy, which must be won three times for permanent possession.

### CHICAGO SETS NEW RECORD IN FEEDER SHOW AND SALE

In the 1956 Chicago Feeder Cattle Show and Sale last month nearly 16,000 calves and yearlings were sold in two days for a total of \$1,585,669, going to buyers in eight states. Grand champions of the show were a load of Hereford calves shown by Mike Hinman of Kremmling, Colo.; they brought the sale-top price of \$42.50 per cwt. Second-high price of the event was scored by steer calves from Norell Herefords of Collbran, Colo. at \$37.75. The high-selling heifer calves, from Earl Henderson & Sons, Hemingford, Nebr. brought \$27. The reserve champions were Angus steer calves shown by the One Bar Eleven Ranch.

### ANIMAL KINGDOM

Sally Robinson, 10, is dwarfed by some of the giants of the International Livestock Show in Chicago as she stands with her 375-pound pony, Snippy Largio. Searchlight, the Clydesdale horse, weighs 2,300 pounds, and the Hereford bull, L.C.F. Zato Heir 58th, weighs 1,050 pounds.



(Wide World Photo)

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## INVESTMENT IN SUPPORTS RUNS TO NEARLY \$8 BILLION

CCC investment in price-support programs as of Sept. 30 amounted to \$7,898,112,000, with loans outstanding amounting for \$2,639,349,000 and cost value of inventories \$5,258,763,000. Loss for three months ending Sept. 30 was \$320,651,373; for the period a year ago the loss was \$168,493,719. For the fiscal year ended June 30, 1956, program loss was \$974,767,365.

### RALPH PITCHFORTH PASSES AWAY

**Ralph H. Pitchforth:** Mr. Pitchforth, widely known in western livestock circles, died last month at his Craig, Colo. home at the age of 70. A native of Utah, he had interests in that state, in Colorado and Nevada.



An historic San Francisco cable car has gained new life at the Sinton and Brown feedlot, Betteravia, Calif. Furnished with a motor, new trucks and refurbished woodwork, old No. 42 serves to take buyers, guests and employees over the yard's miles of feeding track. A tug on the signal strap brings the car to a halt at any pen, just as it once did along San Fran-

## CATTLEMEN OF YEAR NAMED

The Washington Cattlemen's Association has named the following men for top honors of 1956: **Frank Riches** of Buena is the Cattleman of the Year. . . . **Art Lewis** of Coulee City is the state's Rangeman of the Year. . . . **Joe Dwyer** of Ellensburg is Washington Feeder of the Year.

California's Kern County Cattlemen's Association has named **Carl T. Carver** of Delano its 1956 Cattleman of the Year. A moving spirit in the "Eat More Beef" program which has swept the nation since its inception 11 years ago, Mr. Carver ranches in Rag Gulch. . . . Recently **John H. Guthrie** of Porterville, Calif., was named his state's Livestock Man of the Year for 1956.

## BANK LOBBY LIVESTOCK DISPLAY

In support of the 4-H livestock program in Colorado's Las Animas County, the Trinidad National Bank brought club sheep and cattle into its lobby in a week-long exhibit in late August. Different animals were displayed each day; the exhibit was well received and viewed by good crowds throughout the week.



Jan. 2-5—Arizona National Live Stock Show, Phoenix.

Jan. 7-9, 1957—60th annual convention, AMERICAN NATIONAL CATTLEMEN'S ASSN., Phoenix, Ariz.

Jan. 11-19—National Western Stock Show, Denver, Colo.

Jan. 18-19—Alabama Cattlemen's Association, Birmingham.

Jan. 21-23—Mississippi Cattlemen's annual meeting, Jackson.

Jan. 25-Feb. 3—Southwestern Exposition & Fat Stock Show, Ft. Worth, Tex.

Jan. 30—American Society of Range Management, meeting at Great Falls, Mont.

Feb. 7-8—Oklahoma Cattlemen's convention, Oklahoma City.

Feb. 7-8—Georgia Livestock Assn. convention, Albany, Ga.

Feb. 11-12—Louisiana Cattlemen's convention, Baton Rouge.

Feb. 14-15—Livestock Conservation, Inc. & National Brucellosis Committee, at Chicago.

Feb. 20-Mar. 3—Silver Anniversary, Houston Fat Stock Show.

Mar. 4—Nat'l Farm & Ranch Congress, Denver.

Mar. 18-20—Convention, Texas & Southwestern Cattle Raisers, Houston.

## WHOLESALE DRESSED MEATS

	Nov. 27, 1956	Nov. 23, 1955
Beef, Prime	\$43.00-46.00	\$36.00-38.50
Pork Loin, 8-12#	35.00-38.00	31.50-34.00
Beef, Choice	38.00-41.00	34.50-38.00
Beef, Good	32.50-35.50	31.00-35.00
Beef, Comm.	—	27.00-32.00
Beef, Std.	27.00-31.00	—
Veal, Prime	39.00-41.00	38.00-40.00
Veal, Choice	35.00-38.00	27.00-36.00
Veal, Good	26.00-35.00	23.00-33.00
Lamb, Choice	39.00-42.00	36.00-40.00
Lamb, Good	36.00-39.00	35.00-37.00
Pork Loin, 8-12#	35.00-38.00	31.50-34.00

## CHICAGO LIVESTOCK PRICES

	Nov. 26, 1956	Nov. 23, 1955
Steers, Prime	\$24.50-29.00	\$20.50-24.50
Steers, Choice	21.50-26.50	18.25-22.25
Steers, Good	18.50-22.00	16.00-20.25
Steers, Std.	15.00-18.50	—
Cows, Comm.	10.75-11.50	10.50-12.00
Vealers, Ch.	21.00-22.00	21.00-23.00*
Vealers, Cm.-Gd.**	18.00-21.00	13.00-21.00
Calves, Ch.	16.00-18.00	15.00-18.00*
Calves, Cm.-Gd.**	14.00-16.00	12.00-15.00
F.&S. Strs., Gd.-Ch.	16.50-22.50	16.50-22.00
F.&S. Strs., Cm.-Md.	11.50-16.50	11.00-17.00
Hogs (180-240#)	15.25-16.25	10.75-12.25
Lambs, Gd.-Ch.	18.50-20.50	18.00-19.00
Ewes, Gd.-Ch.	5.00-6.00	5.25-6.50

(\* Ch.-Pr. in 1955)  
(\*\* Good only, in 1956)  
(\* Medium in 1956)

## FEDERALLY INSP. SLAUGHTER

	(In thousands)	Cattle	Calves	Hogs	Sheep
Oct. 1956	1,959	872	6,347	1,439	
Oct. 1955	1,693	728	6,144	1,248	
10 mos. 1956	16,693	6,474	53,491	12,027	
10 mos. 1955	15,777	6,166	47,189	12,067	

## COLD STORAGE HOLDINGS

	(Thousands of Pounds)	Oct. 1956	Sept. 1956	Oct. 1955	5-Yr. Avg.
Frozen Beef	136,864	110,832	113,683	138,808	
Cured Beef	6,487	6,484	9,026	8,576	
Total Pork	170,917	165,514	205,197	226,247	
Lamb, Mutton	11,151	9,703	9,569	10,768	
All Other Meat	129,906	129,080	116,172	113,818	

## BEEF BUYING PROGRAM ENDS

After buying 72 million pounds of hamburger for school lunches, the USDA has discontinued the program, since the market runs of cows were declining. The American National requested the program to stiffen cow prices. Money came from Sec. 32 funds (tariff receipts).

cisco's gay streets. Howard Brown bought the car when all but a few were sold several months ago. Here (l. to r.) Jack Algeo, nutritionist for Sinton and Brown, and J. Edgar Dick, secretary of the California Cattlemen's Association, use the running board for handy observation of cattle on feed.

(Photo by Lyle Liggett)



It is reported that buying of cattle has started under the \$5 million U. S. loan to Mexico. At least \$3¼ million will be used to buy beef breeding cattle in U. S. drouth areas. Participating in a contract ceremony were (l. to r.) Hector Blanco Melo, attorney for the Mexican Bank; Kenneth L. Scott, director of Agricultural Credit Serv-

ices, USDA; Horacio Flores de la Pena, of the Mexican bank; Samuel C. Waugh, president of the Export-Import Bank; and Albert K. Mitchell, Albert, N. M., a past president of the American National Cattlemen's Association, who served as consultant to Secretary of Agriculture Ezra Benson. (USDA photo).

## Latest Words on Feeds

The 22nd edition of "Feeds and Feeding" has just been released by the Morrison Publishing Co., Ithaca, N. Y. The first edition was published 58 years ago, written by Dean William Arnon Henry; in 1910, Frank B. Morrison, author of the present edition, became associated with Dean Henry in rewriting the work, which has over the years to come to be used widely as textbook and reference source. Mr. Morrison, emeritus professor of animal husbandry and animal nutrition at Cornell University, has been sole author since 1936 when the 20th edition came out. The volume, with appendix and index contains 1,165 pages, broken down into three parts. These present fundamental principles of animal nutrition, emphasizing bearing on practical feeding of livestock; composition, properties and use of all important feeding stuffs, and facts on nutrition, feeding, care and management of the various classes of livestock. The author has spent much time during the past few years compiling and analyzing results of many recent experiments on livestock feeding and nutrition, conducted in this and other countries. (Price \$9.50.)

## WHAT TO SEE IN ARIZONA

Lake  
Mead  
&  
Hoover  
Dam

Pipe Springs  
Nat'l Mon.

Coronado  
Trail

Cave Creek  
Bartlet  
Dam

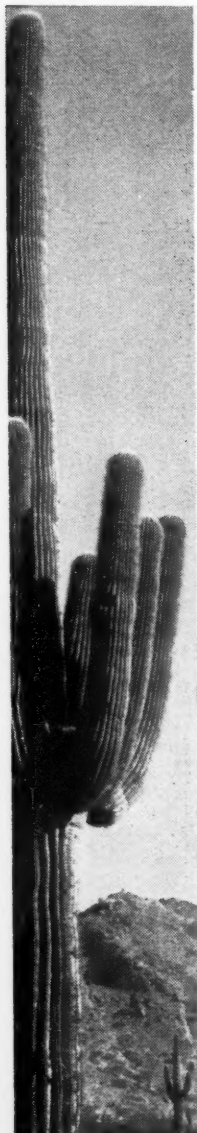
Organ Pipe  
Nat'l Mon.

Canyon  
de Chelly

Ruin of  
Ft.  
McDowell

Palm  
Canyon

Casa  
Grande  
Ruined



## PROGRESS IN GRUB FIGHT

Recent successful tests with Dow ET-57 are encouraging scientists to believe that after long effort they may be finding an effective systemic insecticide for livestock insect control. Extensive cooperative research by federal, industrial and state scientists has demonstrated the chemical named has good promise for controlling and perhaps eliminating cattle grub, one of the country's costliest, most troublesome livestock pests. According to the USDA Farm Paper Letter, ET-57 is an organic phosphate chemical which, when 1 dose is given orally to an animal, moves through the body fluids to destroy the several species of grubs before they break through the hide and appear in the backs of infested cattle. Used in experiments of 1.6 ounces per 1,000-pound animal, the chemical had no visible effect on animals treated. (ET-57 is not yet available commercially.)

## COUNT COMING UP!

The national livestock count is starting now with random sampling of livestock numbers on ranches and farms. The USDA asks that stockmen fill out the questionnaires left at the mail box as accurately as possible and return to the state statistician. It is to the stockman's advantage to have the national figures as accurate as possible.

## TWO-WAY STREET

Canada's shift from the position of beef exporter to self-sufficiency or beef importer rests on Canada's "growing industrial economy (which) promises a continued healthy demand for beef," according to an article in National Provisioner.

However, quoting the Meat Packers Council of Canada, the article states that "it is quite possible that from time to time an important volume of cattle and beef will continue to move southward."

"For this reason," the council declares, "relative price levels on each side of the border will remain of importance. By the same token the Canadian-U.S. beef trade is now a reversible proposition and can no longer be regarded solely as a one-way street."

The National Provisioner points out that "trends toward a diminishing export surplus of beef have not been peculiar to Canada alone. Argentina and Mexico, both traditional beef exporters, have also been offering a lesser surplus on the world market. Increasing domestic consumption in these countries, as in Canada, has been an important factor, although the weather and economic policies have also played a part."

## WHAT'S AHEAD?

USDA economists, sizing up the production job ahead say there is a marked increase in need in 1975 for livestock production—about 45 per cent more than in 1951-53, with cattle and calf production to rise perhaps 50 per cent, hogs about 40 and sheep and lambs some 25 per cent. With total hay and forage acreage unchanged, pasture and hay yields would have to be increased about 35 per cent, and more feed grains would probably be needed.

The authors declare that their study does not make forecasts but only indicates expected trends, assuming a growing economy and no major wars or economic depressions. They point out that technological and economic changes not now apparent could alter the outlook.

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—Howard Haynes



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